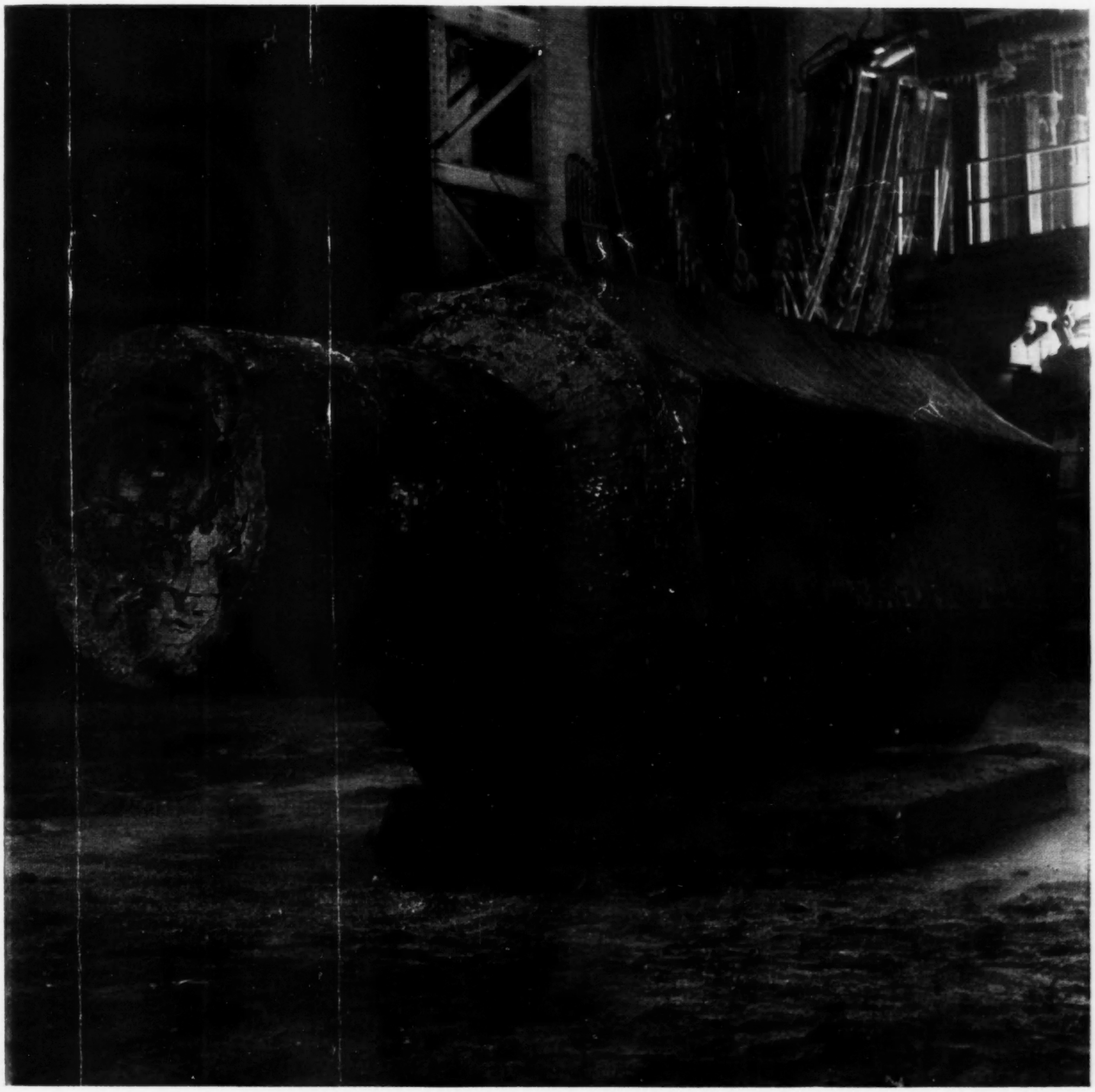
Board of Trade Journal

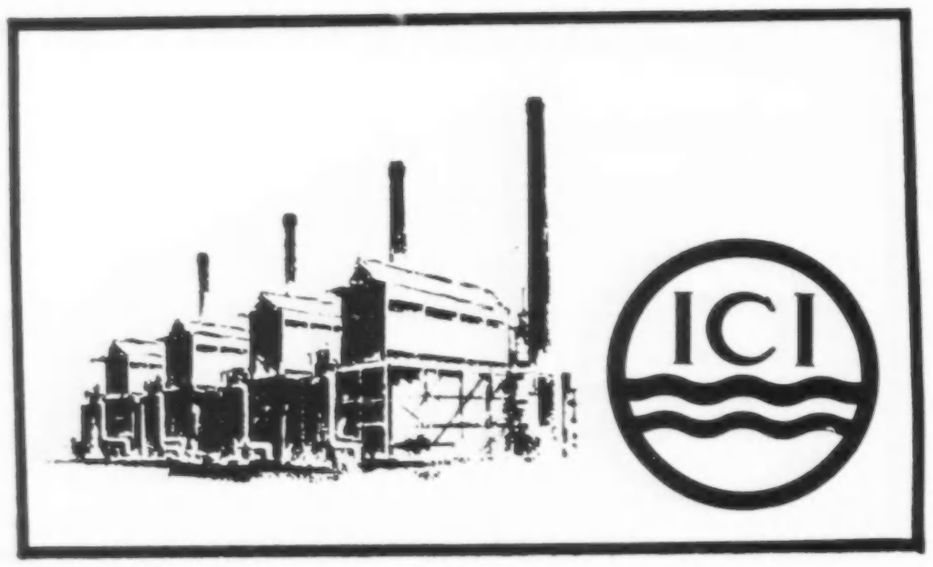
THE UNIVERSITY OF MICHIGAN
JUL 21 1965
PERIODICAL READING ROOM

Volume 189, No. 3563 Published by Her Majesty's Stationery Office 2 July 1965



1s. 6d. net

ICI AGRICULTURAL DIVISION PROCESSES MEAN MORE FOOD—A BETTER LIFE—FOR MORE PEOPLE



By 1966 ICI will be the largest single producer of ammonia in the world. This world leadership has been reached after 40 years' experience, during which all aspects of research, development, construction and production have been studied in depth. ICI sells its technical 'know-how' through licensed contractors. Throughout the world 78 plants have been or are being built to operate ICI processes.

For information on ICI Ammonia and Fertilizer Processes write to

THE LICENSING MANAGER
IMPERIAL CHEMICAL INDUSTRIES LIMITED
AGRICULTURAL DIVISION, BILLINGHAM, CO. DURHAM, ENGLAND

Board of Trade Journal

VOLUME 189, NO. 3563, PAGES 1-48
2 JULY 1965
PRICE 1*s.* 6*d.* NET, SUBSCRIPTION INCLUDING POSTAGE £4 12*s.* 6*d.*

EFTA and the British exporter 3
EFTA trade in the first quarter of 1965 4
Faster export growth preferable to import restrictions . . 5
New spate of overseas orders for British shipyards . . . 5
Export minister to visit St. Mary Cray 6
August Bank Holiday in 1966 6
Proposed national exhibition centre at Crystal Palace . . 6
Increased grant for production engineering 6
Commonwealth Prime Ministers on trade expansion . . 7
Weights and Measures (Exemption) Order 1965 . . . 8
Wool textile research conference in Paris 8
Advance factories in Northern Ireland 9
New asbestos-cement factory for NI 9
Parliamentary Answers 10
New Books 11

STATISTICS

The economy: selected indicators 13
Shipping movement at United Kingdom Ports . . . 14
UK balance of payments in the first quarter of 1965 . . . 17
Marine Inquiry 17
CIS celebrates 75th anniversary in 1966 17
Business Monitor: Production Series 17
Insurance companies in 1964 18
British film fund agency 21
Registrations of British and foreign films 21
Overdrafts of the nationalized industries 21
Government surplus sales by auction 22

EXHIBITIONS AND FAIRS

Over 600 British firms in Tokyo promotion 26
Success stories from British Week in Amsterdam . . . 26
Overseas interest in British antiques 28
Antique book fair 28
'Hand and Machine' – CoID's second exhibition . . . 28
Mr. Darling to attend ASEE exhibition dinner 28
International plastics exhibition at Olympia 29
Changes in Trade Fairs and Exhibitions Announcements . . 29
Trade fairs and exhibitions outside Europe 30

OVERSEAS TRADE AND EXPORTS

ESRO as an opportunity for British manufacturers . . . 32

TRADE AND FINANCIAL ARRANGEMEMTS

Poland and Israel. Tunisia and Ethiopia. Cash on Delivery service to Colombia. Parcel mails to and from the Irish Republic 33
Information to exporters 35

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Argentina: Prior deposits for imports 45
Bahamas: Shipping services 45
Canada: 'Made in Canada' ruling 47
Central African Republic: Global quotas 1965 41
Chile: Import regulations 46
East Africa: Customs tariff amendments 40
Gabon: Global quotas 1965 42
Gaza Strip: Withdrawal of import privileges 42
Ghana: State Trading Corporations 42
Israel: Liberlization of imports 43
Jamaica: Import licensing arrangements 46
Malaysia: Tariff Advisory Board – import licensing . . . 44
Malaysia (Singapore): Import quotas 45
Morocco: Global import quotas 42
Rhodesia: Customs tariff changes. Customs regulations . . 42
South Africa, Republic of: Customs tariff applications. Customs tariff changes 41
United States: Investigation of imports of lead and zinc. Investigation of imports of sheet glass 46
Uruguay: Modifications of the code of merchandise . . . 46
Venezuela;: Import licensing restrictions 45

INDEX TO STATISTICS 48

Front cover photograph

Stripped from its mould, a 42-ton forging ingot rests on the floor of the Electric-Arc Melting Shop at Round Oak Steel Works Limited of Brierley Hill, Staffordshire, a TI company. Electrically melted forging ingots of up to 50-tons in weight in low alloy and carbon qualities are supplied. In addition to large ingots the Round Oak range of products includes rounds, squares, flats, blooms, billets, slabs, tubemaking billets, baseplates and special sections; British Standard structural sections, including angles, channels, joists and tees. As well as the full range of British carbon and alloy specifications they also supply to the national standards of every overseas market. Exports account for over 13 per cent of the company's business.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by HM Stationery Office, price 1s. 6d. (annual subscription £4 12s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

© Crown Copyright 1965

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of HM Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

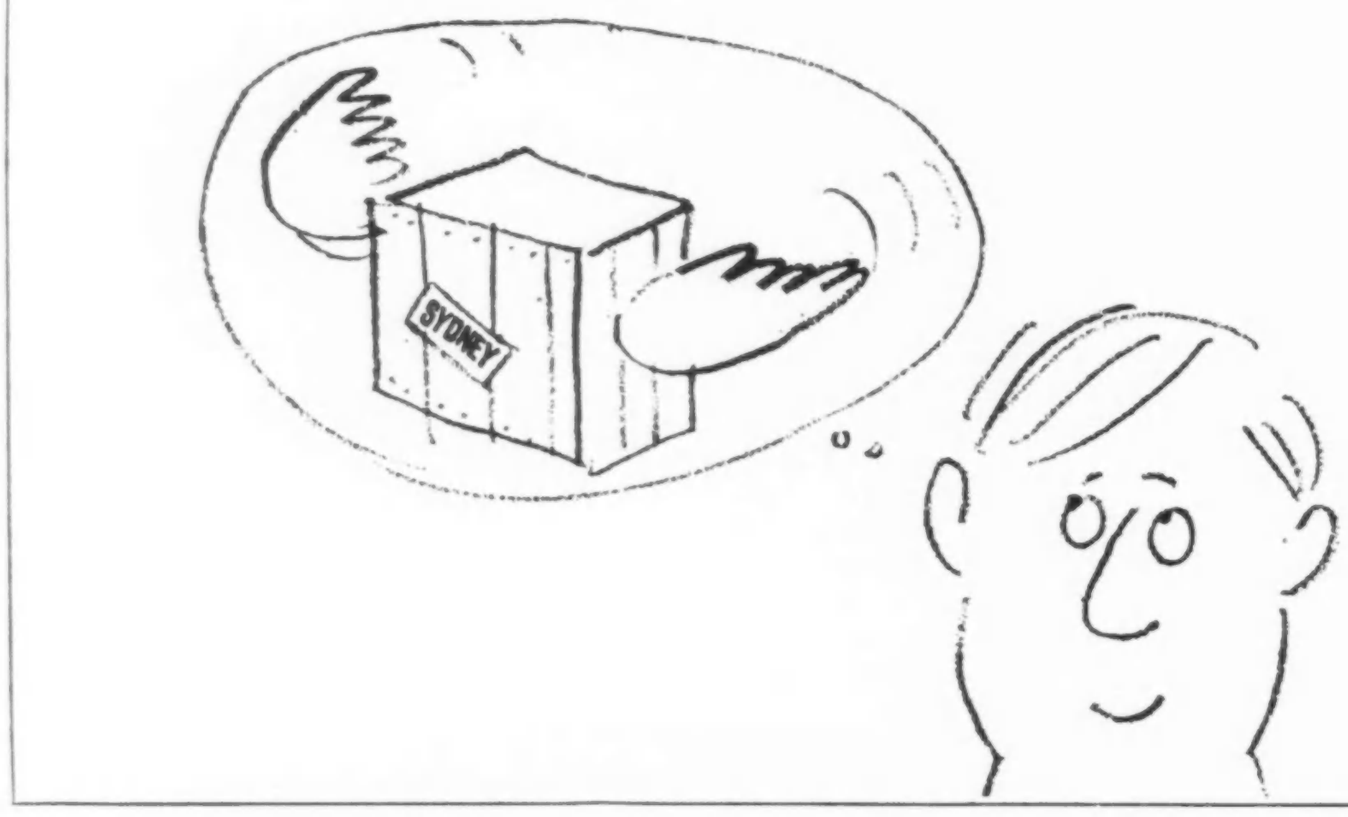
The Government accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities 5s. 0d. per page for each additional 125 copies).

Orders for reprints should be addressed to the Director of Publications (P12), HM Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

HF
183
.B66
189
July-Sept. 1965

Don't just think of us as travellers cheques and credit cards...



AMERICAN EXPRESS handle air freight too

(Ask about our money-saving rates)

WE HAVE FREIGHT HANDLING AGENCIES at nearly every major airport in the world. We'll pick up any size package you produce. Handle it like a babe 'til it lies at your customer's door. We supervise clearance. Cope with customs (and other) regulations. Telex to our overseas offices (we have 400 in 34 different countries!) so they're ready the moment your freight lands. *We'll ship your goods to any of the major world airports, cheaper than any airline.* Ring us in London (SKYPORT 1428), Birmingham (SHELDON 5397), Liverpool (CENTRAL 6331), or Glasgow (CENTRAL 4383). Or at our nearest office (see phone book).

AMERICAN EXPRESS

EFTA and the British exporter

Five years ago, on July 1, 1960, the first 'EFTA tariff cuts' were made. Since that date the protective duties charged on industrial goods of EFTA origin traded between European Free Trade Association countries (referred to in this article as 'EFTA goods') have been progressively reduced, with the result that EFTA countries today offer unprecedented opportunities for United Kingdom exporters. The following notes are intended to serve as a general guide to the EFTA procedures, but exporters intending to enter the EFTA markets are advised to obtain a copy of the Board of Trade's 'EFTA Compendium for the Use of Exporters' (see final paragraph).

The EFTA Area. The territories at present included within the EFTA Area are Austria, Denmark (and Greenland but not the Faroe Islands), Finland, Norway (including Spitzbergen), Portugal (including the Azores and Madeira *but not* Macao or Angola), Sweden, Switzerland (and Liechtenstein) and the United Kingdom (including the Channel Islands and the Isle of Man, *but no other British territories*).

Abolition of Tariffs. One of the most important benefits of the EFTA Convention is the progressive reduction and ultimate elimination of protective duties on industrial goods (i.e. all goods *except* those agricultural and fish products listed in Annexes D and E to the EFTA Convention) originating in and traded between the EFTA countries (EFTA goods). For this purpose protective duties are all Customs duties which have not been declared as revenue duties. EFTA duty reductions are calculated as percentage reductions of the 'basic duty', which is usually the duty actually in force and levied on January 1, 1960. Inter-EFTA tariffs have already been generally reduced by 70 per cent (i.e. a duty which was 10 per cent on January 1, 1960, is now only 3 per cent for imports of EFTA goods from EFTA members). Remaining duties will be reduced by a further 10 per cent on December 31, 1965, and the final 20 per cent will be completely eliminated on December 31, 1966. (There are special timetables for the reduction of duties in Finland and Portugal.)

The conditions under which goods may qualify for EFTA rates of duty are set out in Article 4 of the Convention. Briefly, they are that goods must (a) have been consigned from an EFTA country; (b) satisfy *one* of the EFTA origin criteria; and (c) be covered by the appropriate documentary evidence of origin.

Consignment. The first condition goods must satisfy in order to be eligible for EFTA rates of duty is that they must have been consigned from an EFTA country to an EFTA country. In other words, goods must be intended for direct shipment to another EFTA country when they leave the exporting EFTA country.

Basic Materials List. The EFTA countries have compiled an extensive list of materials which may always be regarded as entirely of EFTA origin, if they are used in the Area (in the state described in the list) in a process of production. This list of materials (Schedule III to Annex B to the Convention) is known as the Basic Materials List, and includes virtually all the essential crude raw materials of industry.

Origin Criteria. The EFTA Convention lays down the following alternative methods by which goods can qualify as 'EFTA goods':

(i) *Wholly Produced Criterion*
Goods must have been completely manufactured within the EFTA Area from materials, parts or components which themselves have been wholly produced within EFTA or are on the Basic Materials List.

(ii) *Qualifying Process Criterion*
by an appropriate qualifying process listed in one of the Goods must have been produced within the EFTA Area Convention Process Lists. (In both lists – Schedules I and II to Annex B to the Convention – the left-hand column shows the descriptions of finished goods, while the right-hand column describes the process which must be performed in the Area if the goods are to qualify under this criterion). The definitions of finished products and qualifying processes are based throughout on the Brussels Nomenclature, the international system for the classification of goods on which the Customs tariffs of all the EFTA countries are based.

(iii) *Percentage Criterion*
Goods must have been produced within the EFTA Area, and the value of all materials of unknown or non-EFTA origin used at any stage of their production must not account for more than 50 per cent of the f.o.b. export price of the finished product. In other words, labour and other costs incurred in the process of production within the EFTA Area, plus profits, plus the cost of materials which can be shown to have originated within the EFTA Area, together with any Basic Materials used, must account for at least 50 per cent of the export price of the goods. *It is, however, important to note that the percentage criterion is not available for the textile products listed in Schedule II to Annex B to the Convention.*

For goods which qualify under more than one criterion the producer may elect to use whichever alternative he finds most convenient. Whichever criterion is adopted the benefits are the same. But in all cases the last process of production on the goods must always take place within the Area.

Documentation. An exporter must supply the prescribed documentary evidence to enable the importer to claim EFTA rates of duty for goods which satisfy the conditions of consignment and origin. He may use either an EFTA declaration or an EFTA certificate of origin. Detailed guidance on which form to use and how to complete it is given in the Compendium (see final paragraph), but, generally speaking, the type of form to be used is governed by the status of the exporter. If he is also the producer of the goods an exporter may use either:

(i) *Form* 1 – Declaration of Origin,
or

(ii) *Form* 1*a*, which is not a self-contained form but is the prescribed text of a declaration to be made *on the commercial invoice* for the goods to which it relates. This declaration may be used only when all the goods on the invoice qualify under a single origin criterion,
or

(iii) *Form* 1*b*, which again is not a self-contained document but the prescribed text of a declaration to be made on the commercial invoice when the goods to which it relates qualify under *different* origin criteria.

Note: Both Form 1a and Form 1b declarations must be made on the actual commercial invoice, although if the invoice consists of several sheets the declaration and signature need appear only on the sheet which contains the total or other details which establish that the declaration relates to the goods described in the invoice.

Invoices bearing signed EFTA declarations will be retained by the Customs authorities in the importing country. Only one signed declaration is needed, but further copies of the invoice, though not of the EFTA declaration, may still be required for other purposes (e.g. for valuation).

If an exporter is *not* also the producer of the goods he may use a Form 2 Declaration of Origin. When this form is used, Part I must be completed by the producer, whilst the exporter completes Part II. By using Form 2 an exporter will reveal to his customer the identity of the producer. He may, therefore, prefer to use a certificate of origin, a Form 3, which merely discloses the name of the exporter.

Any exporter may use a Form 3. This is a *certificate of origin*, which may be used as an alternative to any of the declarations of origin described above. It can be obtained only from those Chambers of Commerce which have been authorized to issue EFTA certificates of origin. Before it can issue a certificate the authorized body is required by the rules of the EFTA Convention to obtain a declaration as to the origin of the goods given by the last producer and to satisfy itself as to the accuracy of the evidence provided. The consignment particulars on a Form 3 are declared by the exporter. A completed Form 3 will only be certified by the Chamber from which it was obtained.

Where to get EFTA forms. Forms 1 and 2 may be purchased from HM Stationery Office. They are also available from certain commercial printers and stationers. Private prints will also be accepted provided they are printed on paper of the same size as the official prints (297mm. long by 210mm. broad) and have the same text and layout. Form 3 is available only from Chambers of Commerce authorized to issue EFTA certificates of origin.

Completion of the forms. Notes about its completion are printed on each form. Forms must be signed on behalf of both the producer and the exporter. Firms and authorized bodies are left to decide for themselves which members of their staff they will appoint to sign EFTA declarations on their behalf, but Shipping and Forwarding Agents are not allowed to complete EFTA declarations on behalf of their clients. The signature on each form should be written by hand, but, subject to certain exceptions and conditions, documents bearing mechanically reproduced signatures may be accepted. Detailed guidance on how to complete the forms, together with specimen completed forms, is contained in the 'EFTA Compendium for the Use of Exporters' referred to below.

If you are interested you will need further information and you are urged to study the Board of Trade's 'EFTA Compendium for the Use of Exporters' which has recently been revised and is now available in a loose-leaf edition. It can be ordered from H.M. Stationery Office or through any bookseller, price 12s. 6d. net. This handbook explains in detail how goods can qualify as EFTA goods and so benefit from the reduced EFTA rates of duty. It also gives specific guidance on the procedures for claiming these reduced rates, including which forms to use and how they should be completed. The Compendium also reproduces those parts of the EFTA Convention which deal with these matters (Article 4 and Annex B with its Schedules) together with the list of agricultural and fish products included in Annexes D and E. If you then need further advice on whether your goods satisfy the EFTA origin rules you should contact either the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or a Board of Trade Regional Office. *All inquiries about foreign tariffs* should, however, be addressed to the Export Services Branch. General inquiries on the subject of the Convention (including exporters' general inquiries about the origin rules) should be addressed to the Board of Trade, Commercial Relations and Exports Department (Division 3), at 1 Victoria Street, London, S.W.1.

EFTA trade in the first quarter of 1965

TRADE BETWEEN the eight EFTA countries was 14 per cent higher in the first quarter of 1965 than in the corresponding period of 1964, according to a report by the EFTA Secretariat. It appears likely that the increase would have been even greater had it not been for the United Kingdom surcharge, which probably retarded the growth of EFTA exports to that country.

Total EFTA imports from all sources in the first quarter of 1965 were 5 per cent higher than in the same period in 1964; exports were 7 per cent higher.

Trade between the EFTA countries

Intra-EFTA imports in January-March 1965 averaged $580.9 million monthly, representing an increase of 15 per cent over the same period in 1964. All EFTA States showed increases, ranging from 25 per cent for Finland to 6 per cent for the United Kingdom. The four Scandinavian countries showed the highest growth rates of intra-EFTA imports. In the case of Norway this was partly due to a higher level of ship imports in the later period.

Intra-EFTA exports in the first quarter averaged $543.1 million monthly, an increase of 14 per cent over the first quarter of 1964. As with imports, increased exports to EFTA were registered by all EFTA States, ranging from 38 per cent for Portugal to 7 per cent for the United Kingdom.

EFTA-EEC trade

Compared with the first quarter of 1964 EFTA imports from the EEC increased by 11 per cent to a monthly average of $838.2 million in the first quarter of 1965. Finland and Portugal showed the largest increases in imports from the Six, followed by Sweden, Denmark and Norway. United Kingdom imports from the EEC rose by 2 per cent between the periods.

EFTA exports to the EEC, on the other hand, increased by only 1 per cent over the same period to a monthly average of $581.0 million. The change was mainly accounted for by a drop of 7 per cent in the exports of the United Kingdom. Denmark also recorded a fall of 2 per cent, while other countries showed increases of between 5 per cent for Norway and 13 per cent for Portugal.

Comparing the first quarters of 1964 and 1965, the result of these two movements was both to raise the share of EFTA total imports coming from the EEC and to lower the share of total exports going to the EEC. The EFTA visible trade deficit with the EEC also rose in the first quarter of 1965, both compared with the first quarter of 1964 and with the monthly average deficit for the whole year 1964.

It seems probable, reports the EFTA Secretariat, that the first indications, in the 1964 trade figures, of the effect on trade of the split in Europe into two trading groups are now being confirmed.

EFTA trade with the United States

As was inevitable, trade with the United States in the first quarter of 1965 was adversely affected by the dock strike there, and the figures record a fall of 12 per cent in EFTA imports compared with the first quarter of 1964; there was a rise in EFTA exports to the United States of 5 per cent. Imports into EFTA from the United States will increase above the levels of the first three months of 1965 as the backlog of deliveries from the United States is worked off.

EFTA trade with the rest of the world

EFTA imports from the rest of the world rose by 1 per cent over the 12 months to the first quarter of 1965; the United Kingdom, responsible for 70 per cent of these imports, showed a decline of 3 per cent, which was offset by rising trends shown by Finland and Switzerland.

EFTA exports to the rest of the world rose by 11 per cent; increases were recorded by all EFTA States, but notably by Denmark, Norway and Austria. The United Kingdom, which is by far the major trading nation within this area, showed an increase of 2 per cent.

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to disseminate information about European Free Trade Association activities and to deal with general inquiries and advise on sources of more detailed information. Inquirers interested in any aspect of EFTA who do not know where to begin seeking information are invited to contact the EFTA Information Centre, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Tel. Abbey 7877, Ext. 2479/2480).

Faster export growth preferable to import restrictions

'IT IS WORTH remembering, when we turn the microscope, as we always do, on to the short-term difficulties and disappointments, that world trade in manufactures has been increasing very fast over the last ten years – at an average rate of 7½ per cent a year in volume,' said Mr. Douglas Jay, President of the Board of Trade, at the Third Congress of the International Union of Commercial Agents and Brokers, in London on June 23.

The President went on to say that the United Kingdom faced a very formidable challenge in living and trading in this world for the following reasons. We were trying to maintain an exceedingly liberal import policy, built up in the 19th century, in circumstances where the high overseas investment income associated with it had been sharply cut down by the two wars. Before 1914 we used to pay for very nearly all our food imports out of our income from overseas investments. By the 1930s we were paying for only half of our food imports in this way, and since 1945 for about a fifth of them. We had had to pay for a higher and higher volume of proportion of our imports from visible exports. In 1938 only two-thirds of our imports were covered by visible exports, but about 90 per cent today.

We were also trying at the same time to invest abroad for the sake of our future, to aid overseas countries poorer than ourselves, to carry out heavy defence tasks, to maintain a world reserve currency which was a vital interest to other nations, to preserve a liberal import policy, and to employ our own resources fully. Some other countries with less obligations than our own got out of their temporary difficulties by internal deflation and holding down production at home. We set ourselves higher standards than this. We were not prepared to sacrifice our future strength by sacrificing growth in order to overcome short-term difficulties. The effort to achieve all these aims at once must, however, impose great strains.

Against this difficult long-term background an excess of purchasing power internally in our own country last year led to a huge upsurge of imports – rising at the rate of nearly 20 per cent a year – and there was a temporary drop in exports at the same time. This was the main cause of the huge total deficit of nearly £750 million which the United Kingdom incurred in 1964. Our current deficit, visible and invisible, was just about half this total, and the rest consisted of our net investment overseas – which, in the circumstances, we could not afford and had to finance out of short-term borrowing.

The President continued: 'In this emergency sharp remedies were essential to get the economy under control while long-term cures could be applied. Nothing but direct limitation of imports could have stopped the bleeding from which our economy suffered; and nobody has advocated any alternative to the import surcharge which was, in fact, applied. This was, in fact, essential to give time for the positive export incentives to work. Nor is there any serious doubt that the surcharge worked rapidly and effectively, and the situation is very much better today. As compared with the current deficit of nearly £375 million last year, the current account has been near to balance in the first months of the present year, and the visible deficit has been halved. Exports this year are 4 per cent above last year, and imports altogether are 1 per cent lower. The recovery is clearly due in part to the surcharge, even though 70 per cent of our imports are exempt from it. Imports bearing the surcharge were 2 per cent less in the four months February to May than in the four months July-October, 1964, in spite of the growth of the economy; and imports of basic materials and fuels not bearing the surcharge were 5 per cent higher.

'For the future, however, particularly since the surcharge is temporary, it is far preferable to accelerate the growth of exports rather than artificially to hold back imports. If we could get our exports growing at 10 per cent a year instead of 5 per cent, most of our economic difficulties would be solved. In the past six months a great many direct new incentives, services and facilities have been offered by the Government to exporters.

'In the field of export credits alone a whole series of new advances have been made with lower charges, lower interest rates, and wider cover. The response of exporters to these offers has been very encouraging.'

New spate of overseas orders for British shipyards

REFERENCE to the recovery of British shipyards in obtaining overseas orders for British built ships was made by Mr. Douglas Jay, President of the Board of Trade, when he spoke at the Northern Ireland Government dinner in Belfast on June 25. The President said that one of the most cheering aspects of the recovery in British exports in the last six months had been the sudden new spate of overseas orders for British shipyards. This followed immediately on the introduction by the Bank of England in January of refinance facilities for export credits over five years, and on the decision of the clearing banks, who were thus enabled to take part in this long-term financing, to extend to it their promise of fixed-interest financing at 5½ per cent where there was an ECGD financial or bank guarantee.

Continuing, the President said: 'The attractiveness of the facilities which British builders can now offer to foreign shipowners was quickly appreciated, and the response has exceeded our brightest hopes. Special congratulations are due to Harland & Wolff management and workers alike, for securing the order from Norway for a 167,000-ton tanker – the largest ship yet built or firmly ordered anywhere in the world. This order will be worth £5 million, and will carry an ECGD guarantee at 5½ per cent. This great success for Northern Ireland and for the United Kingdom as a whole, is an example of what can be achieved by practical co-operation between industry and a Government Department like ECGD, which is now so vital for an ever large slice of our whole export trade. It is also a tribute to the £4½ million invested by Harland & Wolff in the modernization of the Musgrave Yard at Belfast.'

The President said that altogether domestic orders totalling nearly 340,000 GRT and export orders totalling around 280,000 GRT were placed with British shipyards in the first five months of 1965. Since the beginning of June alone, further orders totalling about 300,000 GRT – 190,000 GRT for export – had been reported, including the giant tanker for Norway. Altogether, the export total so far this year was nearly four times the total for the whole of 1964 and well on the way to doubling the total for 1963, which was itself the best year since 1957. Export orders had been received this year from Norway, China, Rumania, Czechoslovakia, India, Pakistan and Israel, and elsewhere. He was delighted that the export credit facilities which the Government offered in January had met with such a splendid response from the shipbuilding industry.

'I firmly believe that the British shipbuilding industry is unbeatable for quality, design and variety of product', added the President. 'But it is for the industry itself to go out and get new orders if we are to maintain our lead in the world, as we certainly must. It is not nearly so certain that we can always compete in terms of cost; and in productivity and efficiency, in spite of all that has been done recently, we certainly have a good deal to learn from Japan and others. That is why the Minister of State at the Board of Trade went to Japan to study the Japanese industry on the spot, and why we have set up an independent expert inquiry here to consider what more needs to be done to make us fully modern and competitive. I hope that, when we have that committee's report, it will lead to a constructive move forward by management and unions in the industry with all the help the Government can give.

'But we need not wait for this before changes are made. In present conditions of skilled labour shortage – no doubt intensified by the recent spate of export orders – any better use of skill or speedier training is to be greatly welcomed. It is therefore particularly gratifying that management and unions in one of our big shipyards have recently achieved an important breakthrough by reaching agreement on interchangeability between two major shipyard trades. Although there are other local understandings about flexibility, this agreement is, I believe, a major step forward towards removing some of those practices for which the industry has been criticized in the past. I am very pleased to know that managements and unions in other shipbuilding areas are exploring the possibility of similar agreements.

'If all this good work is carried forward energetically, I see no reason why Britain should not hold a leading position in the future, as we have so long in the past, in the world shipbuilding industry; and if we do, this will certainly be one powerful guarantee of prosperity to the people of Northern Ireland,' he said.

MINISTER GOES ABOARD

Mr. Roy Mason, Minister of State (Shipping), Board of Trade, is instructed in the use of the sextant on board the training vessel Glen Strathallan during a recent visit to the King Edward VII Nautical College.

Export minister to visit St. Mary Cray

MR. EDWARD REDHEAD, Minister of State (Overseas), Board of Trade will visit firms in St. Mary Cray on July 5.

In the morning the Minister of State will visit Cimex Limited, manufacturers of industrial floor maintenance equipment and the Microwave Engineering Laboratories of Standard Telephone and Cables Limited. In the afternoon the Minister will visit Morphy-Richards Limited, makers of domestic electrical appliances, and Coates Bros. and Co. Limited, makers of printing inks and related surface coating materials.

On July 8 the Minister of State will attend a reception at St. Ermins Hotel arranged by Mr. J. W. Stoodley, Regional Controller, Board of Trade, for exporters in the London and South Eastern Region.

Note:

The Minister, who has special responsibility under the President of the Board of Trade for exports, is carrying out a programme of visits to firms throughout the country in order to make personal contact with those engaged in the export effort. As well as visiting firms in the London area, Mr. Redhead has visited Scotland, South West England, North West England, the Midlands, Yorkshire, East Anglia, South Wales and the North East.

August Bank Holiday in 1966

HM THE QUEEN has declared by Royal Proclamation under the Bank Holidays Act, 1871, and other Acts, that in the year 1966 the first Monday in August should not be a Bank Holiday and a public holiday, either in England and Wales or in Scotland, and that instead the last Monday in August – August 29, 1966 – should be a Bank Holiday and a public holiday, in that year.

Notes:

This change will continue the present year's experiment of moving the August Bank Holiday to the last Monday of the month. The Proclamation covers only Great Britain. The authorities in Northern Ireland are responsible for their own arrangements. The Bank Holidays Acts do not apply to the Channel Isands and the Isle of Man.

In a written answer to a Parliamentary Question on June 3, Mr. Douglas Jay, President of the Board of Trade, announced that the dates of the spring and late summer Bank Holidays would be May 29 and August 28 in 1967, and June 3 and September 2 in 1968. Further Proclamations to make these changes would be necessary in due course. The Bank Holidays replaced in Scotland by those Bank Holidays in May and June would be the Scottish Bank Holidays on the first Monday in May in those two years.

Proposed national exhibition centre at Crystal Palace

MR. DOUGLAS JAY, President of the Board of Trade, made the following statement in the House of Commons on June 23.

'For some time past the Government have been examining proposals for the construction of a National Exhibition Centre. The most promising site for such a centre appears to be the Crystal Palace.

'Under the London Government Act, 1963, the Crystal Palace site is the property of the Greater London Council and is held by them for the purposes specified in the London County Council (Crystal Palace) Act, 1951. These purposes include the promotion of industry and commerce.

'Two FBI Committees have looked into this matter. The first concluded that great benefits to industry, and in particular to our export trade, would be derived from the development of a modern exhibition centre in London suitable for major international exhibitions. The second recommended the Crystal Palace as the most suitable site, and put forward outline plans for its development. The FBI have obtained and passed on to the Government many assurances of support from trade organizations who participate in or organize Trade Fairs and Exhibitions.

'Discussions have been held between the Government and the LCC (now the Greater London Council). I understand that the GLC would be prepared to make the Crystal Palace site available without charge, and to undertake the building of the Centre, as part of a joint arrangement for the construction of a National Exhibition Centre. They would, however, expect the Government to participate in the financing of the project.

'The Government recognize that an Exhibition Centre of the kind proposed could be of great value, particularly for the promotion of exports. They welcome the willingness of the GLC to make the Crystal Palace site available, and they consider that the concrete and detailed proposals which will be necessary before a final decision is taken to proceed should be worked out without delay. I have accordingly asked the Greater London Council to undertake as a matter of urgency the preparation of costed plans for the Exhibition Centre, a fully detailed study of its revenue-earning prospects based on support from industry, including the export industries, and an examination of what improvements might be necessary in road and rail access.

'I have informed the Council that if the outcome of these inquiries is satisfactory, the Government will be prepared to proceed with the project in partnership with them under an arrangement, the terms of which are already under discussion with the Council.

'In this event our objective will be to have the Exhibition Centre ready for use in the autumn of 1970.'

Increased grant for production engineering

REVISED TERMS for the Government grant to the Production Engineering Research Association have been announced by the Ministry of Technology. The new terms mean that the maximum additional grant that can be earned by the Association over and above its block grant is increased from £30,000 to £100,000 a year. The whole of this additional grant is now subject to the condition that it is spent, together with 50 per cent of the industrial income that goes to earn it, on basic research approved by the Ministry. The block grant to PERA has also been increased.

Under the previous terms, an income of £180,000 per annum from industry earned PERA a block grant of £70,000. For every extra £100 raised by PERA from industry up to a maximum of £60,000 an additional grant of £50 was made. The maximum possible grant was thus £100,000 if PERA's income from industry reached £240,000. The block grant will now be £95,000, earned by an income of £230,000 from industry, and for every extra £100 raised up to a maximum of £100,000 an additional grant of £100 will be made. The maximum possible grant would now be £195,000 if PERA's income from industry reached £330,000.

The work of PERA affects industry on a broad front. It includes research, development and advice on all aspects of production and management, covering not only activities such as machining, metal forming, automation and the design and performance of machine tools, but also plant and factory maintenance, plant layout, industrial architecture, work study and design.

Commonwealth Prime Ministers on trade expansion

Extract from Official Communique

THE FOLLOWING is an extract dealing with economic affairs from the official communique issued at the conclusion of the Commonwealth Prime Ministers Conference which took place in London from June 17-25.

'The Prime Ministers considered problems of aid and development. They recognized that economic and social development constitute a long-term co-operative enterprise in which all countries can work together. The importance of economic planning in relation to development would call for an increased supply of experts; and concerted measures would therefore be required in order to enlarge and mobilize resources of this kind by means of adequate facilities for education and training.

'The Prime Ministers appreciated the importance of programmes of economic aid to the developing Commonwealth countries. They took note of the contributions made to such programmes by Commonwealth countries both collectively and individually; and they agreed that these programmes should be maintained and expanded as far as possible. They endorsed the concept of co-operative forward planning of development aid which would apply not only to matching the assistance provided by the developed countries with the needs of the developing countries but also to the supply of personnel for schemes of technical assistance, to which they agreed that high priority should be given. They welcomed the establishment of the British Ministry of Overseas Development together with the decision of the British Government to provide loans free of interest in appropriate cases; they also expressed their appreciation of the similar loans already provided by the Government of Canada and of the fact that the Government of Australia makes its aid available wholly on the basis of grants. It was suggested that, in those cases where financial assistance would remain unused, or give rise to serious internal problems, because of the inability of some recipient countries to finance local costs, donor countries should consider making financial contributions to cover a proportion of such costs. The Prime Ministers recognized the importance of the flow of direct investment to developing countries and expressed the hope that, insofar as economic circumstances permit, the minimum restriction would be placed in its way.

'The Prime Ministers recorded their satisfaction at the constructive outcome of the Third Commonwealth Education Conference in Ottawa last August; they looked forward to an equally successful result for the Commonwealth Medical Conference which is to be held in Edinburgh in October 1965.

'The Prime Ministers agreed that effective development is promoted not only by aid but even more by trade. Moreover, they were convinced that an expanding exchange of goods and services, by emphasizing the interdependence of the countries of the world, was one of the most effective ways of promoting the growth of international understanding and the elimination of the causes of friction.

'In further discussion of economic development in the Commonwealth, emphasis was laid on the importance to the economies both of Britain and of certain other Commonwealth countries of emigration to Britain from those countries. The Prime Ministers recognized that the extent of immigration into Britain was entirely a matter for the British Government to determine. The hope was expressed that in operating such immigration controls as they might think necessary, the British Government would continue to give preferential treatment to Commonwealth citizens; and they welcomed the assurance of the British Prime Minister that there would be no differentiation in any restrictions on account of colour or creed.

'The Prime Ministers welcomed the work which had been done since their last meeting in carrying forward the initial impetus to the expansion of trade which was provided by the United Nations Conference on Trade and Development; and they pledged themselves afresh to press for more outlets for the trade of developing countries.

'They stressed the importance to the development of the economies of member countries of the Commonwealth of the prices obtained for their primary commodities, particularly where the prices of primary produce fell in relation to prices of manufactured goods. The low levels to which the prices of cocoa and some other commodities have fallen are a matter of serious concern to producers. The problem of commodity prices extended beyond the Commonwealth and the Prime Ministers endorsed the need for consideration of the strengthening of existing international commodity agreements, where appropriate, and stressed the urgent need of negotiating further agreements of this kind.

'The Prime Ministers agreed on the desirability of exploring means by which Commonwealth trade might be encouraged and expanded. One possibility would be to enable Commonwealth Governments, in planning their economic development, to take into account each others plans. An exchange of information of this kind might enable production to be more effectively matched to requirements in the Commonwealth and thus increase trade between Commonwealth countries.

'The Prime Ministers accordingly agreed on the following measures designed to further these objectives, while at the same time re-affirming their support for the Kennedy Round of tariff negotiations now proceeding at Geneva, which these measures will not affect. They agreed to arrange discussions between officials of Commonwealth Governments in the first instance, with the help of the Commonwealth Secretariat, in order to examine these issues further and to prepare for an early meeting of Commonwealth Trade Ministers. These official discussions could also pay special attention to problems of individual commodities of particular interest to Commonwealth countries, in order to see how far policies could be co-ordinated within the Commonwealth with a view to appropriate further action, whether on a Commonwealth or international scale.

'They also agreed that subsequently the appropriate Ministers or officials in Commonwealth countries should meet to consider the extent to which each country's production and plans, as foreseen, could meet requirements in other Member countries.

'Ministers decided to consider through the medium of the Commonwealth Air Transport Council means of promoting a closer understanding of the basic civil air transport requirements of Member countries.

'In addition the Commonwealth Secretariat will examine the possibility of arranging for the results of research, to be shared more widely among Commonwealth countries.'

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. " . . . *essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*"—*The Times.* Monthly **3s. 6d.** (by post 3s. 11d.). Annual subscription **£2 7s.** including postage.

Government publications can be purchased over the counter or by post from the Government Bookshops in London, Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller

HMSO

Campaign to advertise Government services for exporters

We can help you profit from new markets overseas.
Call EXPORT INTELLIGENCE
- and get the vital facts, key contacts and individual guidance you need–for the price of a telephone call

A major advertising campaign to publicize Government services for exporters has been launched in the national and local Press in recent weeks and will later appear in the trade and technical Press.

A representative advertisement appeared on pages 1360 and 1361 of June 18 issue of the *Board of Trade Journal*.

The slogan of the campaign is 'Call Export Intelligence' and is mainly directed to management concerned with overseas trade. Telephone calls are invited for

1. Guidance on individual export problems
2. Information on the most likely market(s) for product(s) overseas
3. Introductions to potential agents and buyers
4. Help with overseas business visits
5. Status reports on foreign firms
6. Information on Tariff and Import regulations
7. Details of overseas contracts out for tender
8. Help and advice on participating in Trade Fairs overseas
9. Assistance in finding licensees abroad
10. Information on how to market and advertise abroad
11. Investigation into product suitability for foreign tastes and customs
12. Help with overseas publicity (through Central Office of Information).

Special telephone lines and staff have been installed at the Board's Export Services Branch and regional offices to facilitate the handling of inquiries. The telephone numbers are given below:

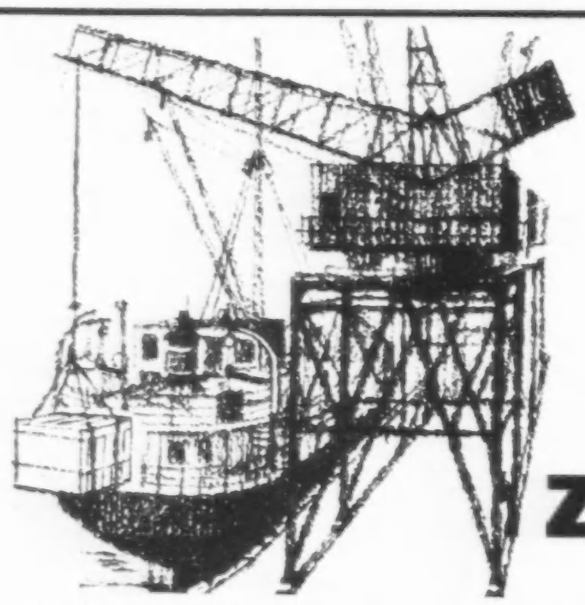
HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49203
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 4944, Ext. 1195



TRADE WITH NEW ZEALAND

As New Zealand's largest and leading bank, we offer a first-class and up-to-date banking and information service. We have the greatest coverage in the Dominion where over **390** branches and agencies are maintained.

Enquiries are welcomed by our London office and by the Trade and Information Section of the Overseas Department at Head Office in Wellington.

Bank of New Zealand
Incorporated with limited liability in New Zealand in 1861

London Main Office: 1 Queen Victoria Street, EC4
Piccadilly Circus Office: 54 Regent Street, W1
Haymarket Office: 30 Royal Opera Arcade, SW1
Head Office: Wellington, New Zealand

Weights and Measures (Exemption) Order 1965

THE BOARD OF TRADE have laid before Parliament on June 24 for approval, a draft Weights and Measures (Exemption) Order 1965.

Provisions of the Weights and Measures Act 1963 which come into operation on July 31, 1965 will require that on and after that date a wide range of goods must, if pre-packed, bear indications of quantity on their containers. If approved, the Order will affect such of those goods as are governed by the relevant provisions contained in Schedule 7 of the Act, which does not cover articles of food or drink. None of these Schedule 7 goods have hitherto been required to bear indications of quantity; and, for any such goods which before that date had already left the premises where they were packed, the Order will defer for twelve months – i.e. until July 31, 1966 – the operation of the requirement in the Act that they must be so marked.

Copies of the draft Order are available from HM Stationery Office, Kingsway, London, W.C.2 and branches, price 3d., by post 6d. (Post orders to HM Stationery Office, Box 569, London, S.E.1.)

Note:

The pre-packed goods covered by Schedule 7 of the Weights and Measures Act 1963 include such articles as lubricants, fertilizers, perfumery and toilet preparations, soap, ribbon, tape, sewing thread, pet foods, paint, cleaning powders, detergents, antifreeze, varnish enamel, polishes, seeds, cigarettes, cigars and postal stationery.

Wool textile research conference in Paris

THREE HUNDRED scientists from 25 countries – delegates to the third five-yearly International Wool Textile Research Conference – began their meetings in Paris on June 29. The 189 original papers they will present until the conference closes on July 9 contain the cream of the world's scientific wool research for the last five years, when more money was spent for this purpose than ever before.

The conference is divided into four sections – chemistry and physics of wool; modification of physical and chemical properties of wool under natural conditions or resulting from processing; scouring, dyeing and finishing; and carding, combing, spinning, weaving and knitting – and is organized by France's Textile Institute under the patronage of the International Wool Textile Organization and the International Wool Secretariat, with the support of the Central Wool Committee of France.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

Advance factories in Northern Ireland

A FEATURE OF advance factory building in Northern Ireland has been the inclusion of factories of 70,000 sq. ft., considerably larger than are normally built in other areas. The policy of having factories of this size available for immediate letting has paid dividends during 1965. The Northern Ireland Minister of Commerce has announced in recent months the allocation to industrialists of three of these factories in the Belfast area. The first was taken over by the Walker Manufacturing Company of Wisconsin, United States, for the manufacture of car exhaust systems; this is an important addition to the growing car component industry of Northern Ireland. The second went to the local engineering firm of James Mackie & Sons, which is already operating on a large scale in the manufacture of textile machinery and which required expansion space. In May it was announced that a third factory would be leased to Resinoid & Mica Ltd., of Reading, for the manufacture of a wide range of high-quality plastic mouldings.

It is an indication of the interest shown by industrialists in these factories that negotiations were completed for the occupation of two of these factories while they were still in course of construction.

There are still available in the Belfast area three factories of 70,000 sq. ft., 50,000 sq. ft. and 30,000 sq. ft. The Ministry of Commerce has also undertaken the reconstruction of an existing factory of 100,000 sq. ft., which will be completed within the next few months. Work is to start on two additional advance factories of 70,000 sq. ft. and 50,000 sq. ft. later this year.

Belfast, the capital city and the major port, has a large share of the existing industry of Northern Ireland. Industrial development has gone ahead rapidly, however, in a number of towns within a short distance from Belfast, and these towns are included in the current advance factory programme. In Bangor, Co. Down, work has begun on a 50,000 sq. ft. factory on a Ministry of Commerce estate, where factories are also currently being built for the firms of Technical Products (Ulster) Ltd. from Canada, and Belzer-Werk Ltd. from West Germany.

The nearby town of Newtownards has a 30,000 sq. ft. factory at an advanced planning stage. Lisburn, whose recent industrial acquisitions include the American engineering firms Fafnir Bearing Company and Bridgeport Brass, is to have factories of 30,000 sq. ft. and 18,000 sq. ft. The town of Antrim, close to the airport of Aldergrove, had its industrial origin in the setting up of the British Enkalon nylon plant, now well on the way to employing some 1,700 workers. Two firms engaged in the manufacture of electronic components have since decided to locate in Antrim, and the town is now to have a 30,000 sq. ft. advance factory.

Londonderry is the second city of Northern Ireland and has good port facilities, with a container service to Liverpool, Preston and Glasgow. At Maydown, on the outskirts of Londonderry, a 30,000 sq. ft. factory is nearing completion, and work is to start shortly on a 50,000 sq. ft. factory. On the Maydown estate there are already the plants of Du Pont Ltd. and British Oxygen Ltd., and an interesting feature is that a new Government Training Centre is also being built on the estate.

Northern Ireland's second university is to be located at Coleraine, Co. Londonderry, and the town is represented in the advance factory programme by factories of 30,000 sq. ft. and 18,000 sq. ft. There is already substantial industrial development in Coleraine, the largest plant being that of Chemstrand Ltd. in the production of acrilan.

The two towns of Lurgan and Portadown, each with a population of over 20,000, are about five miles apart. They are to be linked to form a new city, with an estimated population of 100,000 by 1981. The outline plan for the new city has already been published, and detailed planning is well advanced. The existing towns have already attracted a substantial amount of new industry, and work is about to start on two advance factories in each town – 70,000 sq. ft. and 30,000 sq. ft. at Lurgan and 30,000 sq. ft. and 18,000 sq. ft. at Portadown.

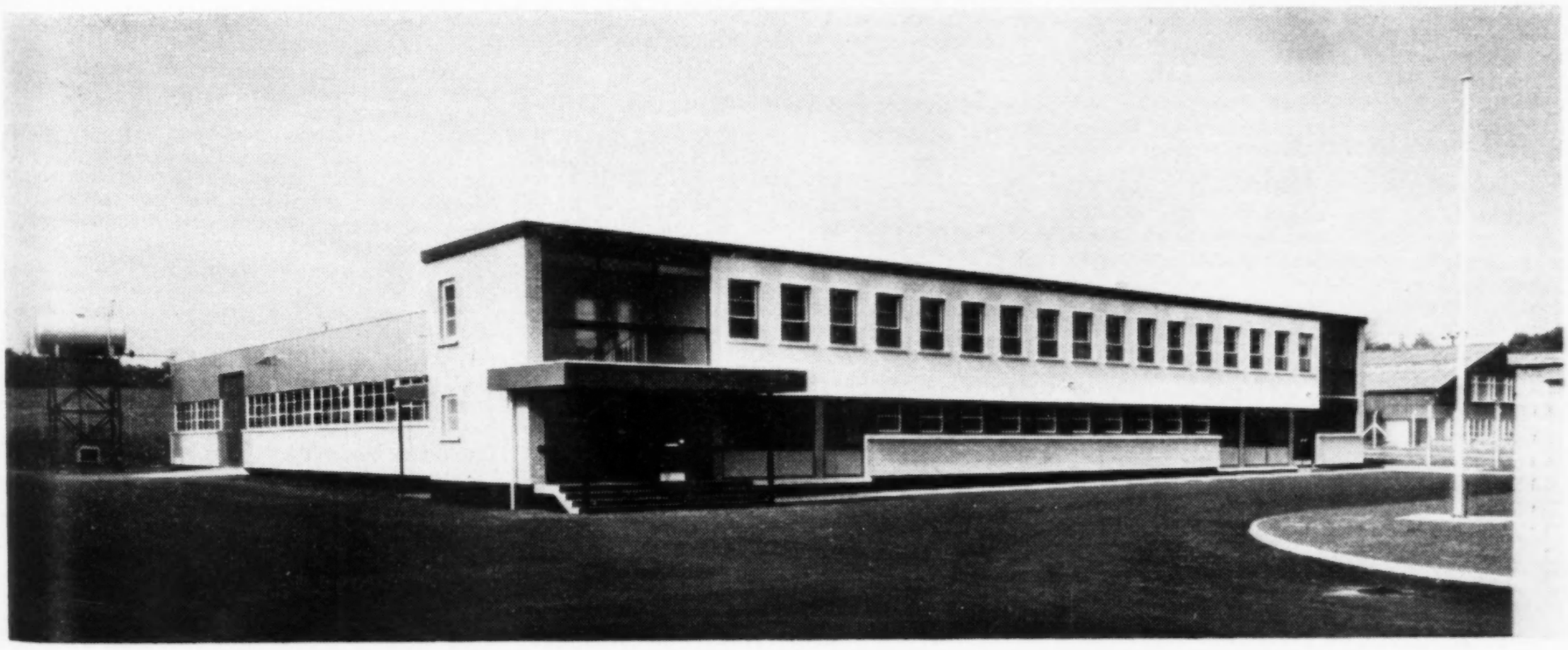
The port of Larne, which has a drive-on, drive-off ferry service as well as container service, is to have a 50,000 sq. ft. factory. The town already has the large factory of AEI Ltd. manufacturing turbines and electric motors, and Corran Works Ltd. producing radios. The programme also includes a 30,000 sq. ft. factory for the port of Newry, which has a container service to Liverpool.

The programme is made up of a number of 18,000 sq. ft. factories in the smaller towns of Northern Ireland. Two, at Magherafelt, Co. Londonderry, and Kilkeel, Co. Down, are currently available for letting, and others are being built or planned at Ballymoney, Co. Antrim; Banbridge, Co. Down; Enniskillen, Co. Fermanagh; and Omagh, Co. Tyrone.

New asbestos-cement factory for N.I.

TURNERS ASBESTOS CEMENT CO. LTD., a Turner & Newell company, is to establish a factory in Northern Ireland for the manufacture of asbestos-cement products, mainly for the building industry. The new factory, which will cost £½ million, will be the first asbestos-cement factory in Northern Ireland and the eighth Turners Asbestos Cement factory in the United Kingdom. It is anticipated that it will be in production within 18 months and will employ about 120 people, mainly men, to be recruited locally.

The head offices of the company are at Trafford Park, Manchester.



The Magherafelt Co., Londonderry, advance factory of 18,000 *sq. ft.* (10,000 *sq. ft. production area*).

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

MONDAY, JUNE 21

Imports of manufactures

The resident was asked what was the percentage change in the value of United Kingdom imports of semi-manufactures, finished manufactures, and chemicals, respectively, for the latest five-month period compared with the corresponding period of 1964 and with the immediately preceding five-month period. In reply the Minister of State (Overseas) said that comparisons between these periods were considerably affected by seasonal factors, and the figures given had therefore been adjusted to eliminate seasonal variations.

UK IMPORTS
(Seasonally Adjusted)

	Percentage change in value January-May, 1965* compared with	
	January-May, 1964	August-December, 1964
Semi-manufactures:		
Chemicals Section 5	+5·7	—1·8
Other industrial materials mainly for further processing Section 6	+3·4	—4·7
Finished manufactures Sections 7 and 8	—3·0	—3·3

* The figures for May, 1965, are provisional.

TUESDAY, JUNE 22

Wool textile industry

Asked what study had been made of the effects on the wool textile industry in this country of the special measures being implemented by the Italian Government to support the Italian textile industry; and what steps were being taken currently or in future to assist the industry in this country, Mr. George Darling, Minister of State (Home), Board of Trade, said that he was not aware of any special measures of support at present applied to the wool textile industry in Italy which would affect the industry in this country.

WEDNESDAY, JUNE 23

Mark-up of goods in guineas

Asked if he was aware that the use by manufacturers and retailers of retail prices in guineas, or fractions of guineas was confusing to the public; and if he would take steps to abolish the practice, the Minister of State (Home) said that the President was not aware of any serious confusion as a result of this practice and he saw no reason to introduce legislation to deal with it.

Publicly-owned industries and DDs

The President was asked to give details of the publicly-owned industries he proposed to establish in the Merseyside area, indicating how much capital would be invested, the number of proposed workers, the source of managements, the potentialities of export trade, and the estimated profits; how soon he planned that production would start; why his choice had fallen on specific trades; and if he would make a statement. In reply he said: 'I have no statement to make at present; but I have in mind the possibility of locating such enterprises in development districts should the occasion arise.'

Grounding of the trawler 'Craigievar'

The President was asked to make a statement on the grounding of the Aberdeen trawler 'Craigievar' on Eday Island, at Red Point, Orkney, about June 8, and her subsequent rescue by the inter-island ship 'Orcadia' and indicate the damage caused thereby and the amount and destination of salvage involved. In reply Mr. Roy Mason, Minister of State (Shipping) said that the 'Craigievar' stranded on Red Head in Eday, Orkney, in thick fog at 8 a.m. on June 8. The m.v. 'Orcadia' passed a radio message requesting assistance to Wick Radio Station. The fishing vessel 'Press On' took off four of 'Craigievar's' crew of six, and the Stronsay lifeboat was launched at 8.55 a.m. The 'Craigievar' was not damaged, however, and was refloated without assistance at 11 a.m. None of the crew was injured. He had no information as to whether salvage was involved.

Crystal Palace exhibition centre

The President's statement on the proposed national exhibition centre at Crystal Palace is reported on page 6 of this issue.

THURSDAY, JUNE 24

Oil tanker building

In reply to a question as to how many British shipyards were capable of building 100,000, 150,000 and 200,000-ton oil tankers, respectively, the Minister of State (Shipping) said that at present he understood that eight yards were capable of building ships of up to 1000,000 deadweight tons. Of these, five claimed to be able to build ships of up to 150,000 tons, three, ships of up to 200,000 tons, and one, ships of up to 250,000 tons. In some yards capacity could be extended with modest expenditure.

Opportunities for Middle East trade

The Minister of State (Overseas), in reply to a questioner who asked if the President would make an early visit to the Middle East, in view of the need and opportunities of trade expansion there, said that in present circumstances an early visit was not possible. However, the opportunities for expansion of British trade in the Middle East were matters of constant concern to the Government and the Committee for Middle East Trade.

Inquiry into CADCO company

The Minister of State (Home), in a statement on the outcome of the inquiry into the Cadco affair in Glenrothes, Fife, said that the inspectors appointed under Section 165 of the Companies Act to investigate the affairs of three companies in the Cadco group had not yet concluded their inquiry but expected to do so in the near future.

Monopolies Commission recommendations

The President was asked how many recommendations were made to the Monopolies Commission during the period May 1951 to October 1964; how many of those recommendations were acted upon; and what action the Government proposed to take regarding the remaining recommendations. In reply he said: 'Recommendations in Monopolies Commission reports cannot always be precisely enumerated or correlated with subsequent action. When recommendations are linked, it is not easy to decide whether to count the group as one or several. In some cases, recommendations have been addressed to industry rather than to the Government. In some cases, the Government have taken action other than that specifically recommended by the Monopolies Commission to deal with the mischiefs revealed in a Monopolies Commission report. For example, recommendations in a number of reports prior to the enactment of the Restrictive Trade Practices Act 1956 were subsumed in that general legislation. Recommendations in two recent reports about resale price maintenance were subsumed in the Resale Prices Act. Any statistical summary is therefore liable to be misleading. Subject to these qualifications, I am advised that in the period to which the question relates, 24 reports by the Monopolies Commission were published, of which nine included recommendations subsequently covered by the 1956 Act, one was a report confined to the facts, and two contained no recommendations for action. The remaining 12 reports contained 66 recommendations. Subsequent action was closely in line with the recommendation in 58 cases. The remaining eight recommendations are now mainly of historical interest, not requiring specific action by the Government; but insofar as orders made or undertakings given in connection with Monopolies Commission reports remain in force, the Government will continue to keep them under review.

FRIDAY, JUNE 25

Publication of T and 'N accounts

In reply to a question as to how soon after the end of the month the Trade and Navigation accounts were published by the Stationery Office during the period January-April 1964; and how soon after the end of the month the corresponding Overseas Trade Accounts were published during the period January-April 1965, the Minister of State (Overseas) said: 'On average after 18¼ and 21 working days respectively.'

Modular operating theatres

The Minister of State (Home) in reply to a question as to whether he would refer the provision of modular operating theatres to the Monopolies Commission, in view of the fact that there was only one main supplier at the present time, said that the President would bear the suggestion in mind, but a reference to the Monopolies Commission was not made in all cases where the statutory conditions for reference were satisfied.

ECGD guarantees

The following information was given on the amounts of money guaranteed by the Export Credit Guarantee Department for the years 1962, 1963 and 1964, and the amounts paid out under the scheme for those years.

	1962	1963	1964
Liabilities assumed on guarantees under Sections 1 and 2 of the Export Guarantees Act, 1949, as amended (£ million . .	979·4	1,117·8	1,394·8
Claims paid under guarantees (£ million)	5·5	5·2	4·6

New Books

Statistical Summary of the Mineral Industry: World Production, Exports and Imports, 1958-1963. Mineral Resources Division of the Overseas Geological Surveys (416 pages. 27s. 6d., by post 29s., from HM Stationery Office and Government bookshops). The 35th annual issue of this comprehensive statistical reference book follows the same pattern as in previous years. It comprises detailed statistical tables by countries, showing world production, exports and imports of all the economically important minerals and metals, including not only crude materials but also semi-manufactured products and refinery products. Non-metallic minerals, such as asbestos, china clay, diamonds, graphite, gypsum, mica, salt and sulphur are fully covered and cement production is also shown. Fertilizer tables give details of phosphate rock, superphosphate and basic slag, nitrogen compounds and potash. Statistics on crude petroleum, natural gas and the principal refinery products occupy an important part of the volume, and there are also tables relating to natural gasoline, asphalt rock, natural asphalt and oil-shale, whilst the section on coal covers also coke and briquettes and shows the production of the principal coal-tar derivatives. The iron and steel section covers iron ore, pig-iron, ferro-alloys and steel ingots and castings, and full available statistics are given for uranium, thorium, the rare earths, and the ores of such minor metals as lithium, niobium, tantalum and zirconium.

1965 Mining Annual Review (383 pages. Mining Journal, 15 Wilson Street, Moorgate, London, E.C.2. 27s. 6d. postage paid or free to subscribers to *Mining Journal* and *Mining Magazine*). After a brief survey of the events of the past year as they affect the mining industry the Review is divided into five main sections. The first section is a review of metals and minerals, with signed articles, giving statistical comparisons of mining production for recent years. Then there is a section dealing with technical progress reports. The largest part of the Review covers the world's mining fields and statistics of metal and mineral production are provided under each country heading. The progress of individual mining companies and their financial position is then outlined. The last section provides a professional directory, a buyer's guide and indexes to manufacturers and to companies mentioned in the text.

Statistics of World Trade in Steel, 1963. United Nations Economic Commission for Europe (43 pages. Available from HM Stationery Office and Government bookshops, 5s. 6d., by post 6s.). This, the fourth annual supplementary issue to the first retrospective volume which covered the years 1913 to 1959, contains statistical tables of 19 countries' exports of semi-finished and finished steel products by regions and countries of destination. Each table gives statistics, in metric tons, of exports of ingots and semis; railway-track material; heavy and light sections; wire rods; strip; plates; sheets; steel tubes and fittings; wire; tinplate; and wheels, tyres and axles.

Survey of Buying Power of the United Kingdom, 1965. (106 pages. £9 9s., from Comart Research Ltd., 4 Curzon Place, London, W.1.). Estimates of average spending on goods and services per head of population are contained in this, the second, edition of the Survey. It divides the United Kingdom into 201 trading areas, each with its own principal town or trading centre, and for each area provides a range of statistics measuring aspects of the area's consumer buying power. There is also included for each county an index of growth, measuring the increase in disposable expenditure 1961-5.

Memorandum on Procedure for Submissions on Food Additives and on Methods of Toxicity Testing, by the Ministry of Agriculture, Fisheries and Food. (7 pages. 1s., by post 1s. 3d., from HM Stationery Office and Government bookshops). A memorandum about the testing and acceptance of substances for use in food which explains the procedures followed by the departments responsible under the Food and Drugs Acts for this work. It also sets out the scientific evidence which the Committees advising Ministers will need to have submitted to them before they are likely to be satisfied as to the safety of a particular additive.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).

Thinking of Exporting? A Brief for the Boardroom. (30 pages. Available free from the Foreign Departments of the District Bank Ltd., Head Office, Spring Gardens, Manchester 2, or the London City Office, 75 Cornhill, London, E.C.3, or 2 Castle Street, Liverpool 2, or on request through the District Bank branch network). A booklet prepared primarily for the senior executive. It sets out some of the basic information on marketing, costing, pricing, terms of sale, the sales contract, office organization and documentation and credit insurance, and notes some of the difficulties that may be encountered by a manufacturer when he first starts 'thinking of exporting'.

The Practitioner's Guide to Hire Purchase Cases, by Harold Brown. (271 pages. Sweet & Maxwell. 45s.). A collection of cases dealing with the more everyday problems of hire purchase, omitting in particular criminal and income tax cases, county court decisions, unreported cases and those dealing with such subjects as advertisements. In each instance a summary of the facts is given, but not of the arguments and submissions, together with a précis of the judgment and a note drawing attention to other preceding and subsequent cases which have points in common. The cases are arranged in chronological order with a very full index of contents arranged under subject headings. There is also an alphabetical table of cases and a chronological table of statutes. Since these cases were collected and summarized the Hire Purchase Act, 1964, has become law and come into force. A short summary of the 1964 Act is included.

Scientific Method in Production Management, by G. R. Gedye. (222 pages. Oxford University Press. 35s.) has been written primarily for students taking management subjects, and emphasizes the value of a scientific and inductive approach to works management. It is based on lectures in connection with the Certificate Course of the Institution of Works Managers, and the subsidiary subject industrial administration for chemists, for the Royal Institute of Chemistry. There is a carefully annotated bibliography, and the book will also be useful to established managers who want to bring their reading up to date.

Report of the Joint Symposium on Industrial Feeding and Canteen Management in Europe. Published under the auspices of the Food and Agriculture Organization of the United Nations, the International Labour Organization and the World Health Organization. (44 pages. 2s. 6d., by post 2s. 11d. from HM Stationery Office and Government bookshops.) This joint symposium resulted from the recognition by these three United Nations Specialized Agencies of the increasing importance of industrial feeding to the health, welfare and productivity of workers. The agencies also recognized that the varied and complex problems associated with providing nutritious, safe and acceptable meals for an ever-growing number of workers cuts across the lines of responsibility of the three organizations. The report summarizes the present situation in certain European countries and suggests some steps that should be taken to assist countries to solve their more urgent problems. These include the relationship to nutrition of occupational health, of working efficiency and of the psychological attitudes of the consumers. The discussions also included the control of cost and quality in canteen management.

Handbook of Commonwealth Organizations (236 pages, Methuen & Co. Ltd., 30s.)has been compiled by the United Kingdom Committee of the Federation of Chambers of Commerce of the Commonwealth. The address, officers, and main functions of 253 organizations are given, and are grouped into subject categories, with an index. 'In compiling the survey certain bodies, financed wholly or in part by the British Government, have been included, but Government Departments have been omitted. The organizations included are not confined to those active only in the fields of trade and investment, but also include a wide range of organizations concerned with the professions, services, and learning in the widest sense. They comprise . . . political organizations, trusts and foundations, commercial associations, professional institutes, academic bodies and private societies'—Foreword. Some organizations included are not exclusively Commonwealth but have general international interests. The text appears to have gone to press in the autumn of 1964.

Other publications

'THE AEROPLANE' DIRECTORY OF BRITISH AVIATION INCORPORATING WHO'S WHO IN BRITISH AVIATION 1965. 580 pages. Temple Press Books Ltd. 45s.

BRITISH EXPORTS AND EXCHANGE RESTRICTIONS ABROAD, May 1965. 188 pages. Available free from the Swiss Bank Corporation, P.O. Box No. 114, 99 Gresham Street, London, E.C.2.

HYDRAULICS RESEARCH 1964: The Report of the Hydraulics Research Board with the Report of the Director of Hydraulics Research, Ministry of Technology. 88 pages. 8s., by post 8s. 7d., from HM Stationery Office and Government bookshops.

YEARBOOK OF INTERNATIONAL TRADE STATISTICS 1963. Department of Economic and Social Affairs, Statistical Office of the United Nations. 775 pages. 86s. 6d., by post 90s., from HM Stationery Office and Government bookshops.

Thro' Nine Reigns—

W. Wingate & Johnston Ltd.

ESTABLISHED 1815

In the reign of King George III

AND STILL THE LEADERS

		Telegraphic Address
LONDON	39/45 Finsbury Square	'WINJOHN'
,,	144 Spa Road	,,
,,	6 Burrell Street	,,
,,	13a Bruton Place	,,
,,	59/62 Ewer Street	,,
,, (Airport)	Queen's Building	'STONJOHN'
,, ,,	Bldg. III, Northern Area	,,
MANCHESTER	Corn Exchange Buildings	'STONWIN'
,, (Airport)	Building 55	'AIRSTONWIN'
LIVERPOOL	Orleans House	'WINGATE'
NEWCASTLE	65 Quayside	'NEWINJOHN'
SOUTHAMPTON	18 Canute Road	'WINSTON'
GLASGOW	20 Renfield Street, C.2	'GATEWIN'
,, (Airport)	Building 66, Renfrew	,,
LEICESTER	15 Rutland Street	'LEWINJOHN'
LEEDS	Yeadon Airport	'GATEJOHN'
HARWICH	21 Garland Road	'JOHNSTON'
PARIS	8 Rue D'Enghien	'JOHNWIN'
,, (Airport)	Aerogare Fret Orly	'WINGAIR'
HAVRE	7 Rue des Drapiers	'JOHNGATE'
TORONTO	217 Bay Street	'STONGATE'
,, (Airport)	Air Cargo Building	'WINGAIR'
MONTREAL	300 St. Sacrement	'GATESTON'
NEW YORK	11 Broadway	'PENWINGATE'

Connecting with a network of reliable agents overseas

TRAVEL BRANCH

WINGATE & JOHNSTON (TRAVEL) LTD., 34 Bruton Street, LONDON, W.1

Telegraphic Address 'WINGTRAV'

EXPORT PACKERS · CASE MAKERS · CUSTOMS AND INSURANCE BROKERS · CONSOLIDATORS · DOCUMENTARY EXPERTS · SHIPPING, FORWARDING AND TRAVEL AGENTS · AMERICAN, DOMINION AND COMMON MARKET CONSULTANTS · CONTAINERIZATION AND AIR FREIGHT SPECIALISTS

Are you a business man bound for

Australia or New Zealand?

Then you must take with you copies of Australia and New Zealand Bank's pocket-sized companion booklets. These handy guides contain all the pertinent information you will need for your visit.

★ Coloured maps of main cities and useful addresses.
★ Hotel tariffs and tipping.
★ Car hire and fares.
★ Customs and Exchange Control regulations.
★ Business framework and taxation.
★ Climate and entertainment.

These Booklets are issued free to all men of business. Get *your* copies today.

Australia and New Zealand Bank Limited

HEAD OFFICE: 71 CORNHILL LONDON EC3 TEL: AVEnue 1281

Over 1,000 branches and agencies

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
								Selected components					Selected components		
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings	Total	Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,074	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	112	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	123	113	100	128	119	131	141	124	+101	+ 33	+22	+14
1963	118	119	134	129	118	103	132	108	140	146	133	+152	+ 89	+29	+55
1964	124	128	144	138	123	106	153	121	164	184	153	+484	+332	+44	+47
1963															
3rd quarter	117	121	137	131	119	104	138	107	140	164	141	— 2	— 12	— 7	— 1
4th quarter	122	124	138	132	120	105	142	109	151	168	144	+127	+ 61	+ 23	+35
1964															
1st quarter	123	127	141	136	123	105	147	116	156	176	152	+ 88	+ 79	+ 2	+ 3
2nd quarter	123	128	142	136	121	105	150	121	155	184	149	+153	+126	+ 5	+12
3rd quarter	124	128	145	139	123	106	154	121	169	188	153	+119	+ 77	+ 6	+17
4th quarter	127	130	147	141	124	107	160	128	174	186	158	+124	+ 50	+31	+15
1965															
1st quarter		132				108		138*	165*				+ 58*	—13*	+ 6
1964															
November	..	130	..	..	..	107	..	..	..	..	..	..	..	..	..
December	..	132	..	..	..	106	..	..	..	..	..	..	..	..	..
1965															
January	..	133	..	..	..	108	..	..	..	..	..	..	..	..	..
February	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
March	..	130	..	..	..	109	..	..	..	..	..	..	..	..	..
April	..	131*	..	..	..	107	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,836	3,250	
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—275
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 22
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+ 90
1963	135	117	121·7	+2·0	104·5	121·4	141·3	502	+ 83	..	144	— 5	..	130	130	+ 96
1964	161	124	125·7	+3·3	108·6	124·7	148·5	362	—140	..	221	+77	..	149	136	—374
1963																
3rd quarter	130	100	121·3	+1·3	104·2	121·5	141·5	428	— 76	—34	157	+10	+ 6	133	132	— 1
4th quarter	135	117	122·1	+2·1	106·1	121·8	143·3	450	+ 22	+50	157	Nil	—34	137	133	— 1
1964																
1st quarter	140	121	123·2	+1·5	107·9	123·2	146·0	445	— 5	+42	182	+25	— 5	146	135	— 77
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	355	— 90	—58	230	+48	+33	148	135	—102
3rd quarter	154	113	126·5	+4·3	108·6	125·0	149·4	311	— 44	—34	242	+12	+ 6	148	134	—110
4th quarter	161	124	127·6	+4·5	109·9	126·3	150·9	336	+ 25	+50	228	—14	—34	149	139	— 85
1965																
1st quarter	167*	121*	128·8	+4·5	109·7*	128·3*	153·6	353	+ 17	+42	233	+ 5	— 5	143	141	
2nd quarter								293*	— 60*	—58	288*	+55*	+33			
1964																
November	161	126	127·8	+4·6	110·3	126·4	150·7	338	+ 6	+19	230	— 3	—16	152	136	..
December	161	124	128·3	+4·8	109·4	126·8	152·1	337	— 1	— 1	222	— 8	—11	149	146	..
1965																
January	162*	123*	128·7	+4·6	109·2	127·9	153·2	363	+ 26	+41	221	— 1	— 1	145	136	..
February	165*	122*	128·7	+4·5	109·8	128·3	153·4	356	— 7	+ 2	229	+ 8	+ 6	138	144	..
March	167*	121*	129·1	+4·4	110·0*	128·6*	154·2	341	— 15	—19	249	+20	+10	147	143	..
April	167*	123*	131·6	+5·5	110·9*	128·8*	155·1	313	— 28	—20	274	+25	+14	149	143	..
May			132·1	+5·1	111·5*	128·9*	155·6	297	— 16	—23	287	+13	+ 9	157*	140*	..
June								269*	— 28*	—33	302*	+15*	+13			

† Not seasonally adjusted * Provisional.

Shipping Movement at United Kingdom Ports

Foreign and coastal trade movements in January 1965

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during January, 1965 amounted to 12,339 thousand net tons: this was about five per cent less than the tonnage for the corresponding month in 1964. Commonwealth vessels accounted for 5,998 thousand net tons.

The net tonnage of foreign vessels entering and clearing with cargo showed an increase of 121 thousand net tons when compared with January, 1964. The biggest increases were recorded by Greek (60 per cent) and Italian (58 per cent) flags and the biggest decrease was by Poland (53 per cent).

The figures for arrivals and departures with cargo of vessels in the foreign trade showed increases at the ports of Middlesbrough and Belfast of 83 thousand net tons (20 per cent increase) and 69 thousand net tons (43 per cent increase) respectively, whilst the port of London showed a decrease of 245 thousand net tons (6 per cent) and at the port of Liverpool the decrease was 177 thousand net tons (10 per cent).

The net tonnage of arrivals and departures in the coasting trade showed a slight increase over that for January, 1964.

Definitions

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or *vice versa*, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

A fully-operational mobile unit, specially designed by the Automatic Telephone and Electric Company Limited (Plessey Group) to demonstrate British 'Crossbar' telephone switching equipment, is unloaded at Apapa. A £4·7 million telecommunications contract, awarded by the Government of Nigeria to a British consortium in which Automatic Telephone and Electric Company Limited and British Insulated Callender's Cables Limited are the leading participants, has just been signed in Nigeria.

Foreign Trade Shipping Movement at United Kingdom Ports, 1963

THESE statistical tables have been prepared by the Ministry of Transport from information supplied by officers of HM Customs and Excise at the United Kingdom ports. The figures show:

(a) The trade of each of the main ports with the main trading areas of the word.
(b) The shares of the various flags in shipping movements to and from the main trading areas of the world.
(c) An analysis of the shipping in each of a number of size groups using the main ports.

Copies can be obtained, price four shillings, on application to: The Cashier, Ministry of Transport, St. Christopher House, Southwark Street, London, S.E.1.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

TABLE 1 **Shipping movement at UK Ports**

Foreign Trade		Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
			Thousand Net Tons					Thousand Net Tons			
			Entered					Cleared			
With cargo for month of January	1964	5,119	8,173	3,867	196	4,110	4,527	4,773	2,493	170	2,109
month of January	1965	4,652	8,177	3,510	217	4,450	3,936	4,162	2,140	130	1,891
months ending	1964										
months ending	1965										
In ballast for month of January	1964	1,317	1,871	885	52	935	1,982	5,500	2,296	98	3,106
month of January	1965	1,184	1,665	782	42	841	1,976	5,907	2,208	82	3,616
months ending.	1964										
months ending.	1965										

(1) Includes Irish Republic and South Africa.

TABLE 2 **Foreign trade entrance and clearances with cargo**

	Entered				Cleared			
	January		Months ended		January		Months ended	
	1964	1965	1964	1965	1964	1965	1964	1965
Nationality of vessels:	Numbers of vessels							
United Kingdom	1,667	1,464			1,531	1,321		
Other commonwealth	121	116			169	148		
Foreign	3,331	3,072			2,827	2,467		
Total	5,119	4,652			4,527	3,936		
	Thousand net tons							
Commonwealth (1):								
Registered in United Kingdom	3,867	3,510			2,493	2,140		
Registered in Canada	—	3			—	—		
Registered in other countries	196	214			170	130		
Soviet	87	79			18	17		
Finnish	55	68			35	24		
Swedish	231	374			124	97		
Norwegian	836	1,004			281	310		
Danish	236	195			119	151		
Polish	17	13			30	9		
German	237	261			217	201		
Dutch	547	492			524	343		
Belgian	145	144			126	128		
French	288	288			183	217		
Spanish	66	67			61	56		
Italian	121	193			3	3		
Yugoslav	16	19			7	4		
Greek	150	217			10	39		
United States of America	266	234			243	160		
Panamanian	109	145			18	24		
Liberian	583	516			14	28		
Other	119	141			98	80		
Total foreign	4,110	4,450			2,109	1,891		
TOTAL	8,173	8,177			4,773	4,162		
Trading Areas:								
Irish Republic	348	369			365	344		
Northern Europe	2,103	1,985			1,805	1,544		
Europe (Atlantic and Western Mediterranean Countries)	742	795			578	630		
Central and Eastern Mediterranean Countries)	810	916			172	126		
West and South Africa	479	773			292	218		
East Africa, Persian Gulf, India	1,243	1,012			232	195		
Eastern Asia and Islands of the Pacific	220	196			198	140		
Australasia	300	243			255	195		
North America (Atlantic Coast)	741	664			535	450		
West Indies and Central America (Atlantic Coast)	704	911			141	152		
South America (Atlantic Coast)	204	139			113	111		
South and Central America (Pacific Coast)	83	26			41	9		
North America (Pacific Coast)	169	144			45	48		
Other areas	9	5			—	—		
Total Commonwealth Countries (1)	2,671	2,503			1,255	1,148		
Total Foreign Countries	5,503	5,673			3,518	3,014		
TOTAL	8,173	8,177			4,773	4,162		

(1) Includes Irish Republic and South Africa.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

ROBERT HOUGH
PROPRIETORS LIMEHOUSE PAPERBOARD MILLS LTD

WASTE PAPERS • ALL TEXTILE WASTES RAGS
ROPES • JUTE • FLAX • HEMP • SISAL • MANILA
ALL TYPES OF COTTON WASTE

VICTORIA HOUSE, NARROW STREET, LONDON, E.14. Phone: EASt 5632/5
Telex No. 21372. Cables: PAPERSTOCK, LONDON, E.14.
TEMPLE MILL, MARLOW BUCKS. Phone: MARLOW 4488

Manufacturers & Processors · Importers & Exporters

ROBERT HOUGH RH SINCE 1860

TABLE 3 **Foreign trade arrivals and departures at principal ports for the month of January**

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1964	1965		1964	1965		1964	1965		1964	1965	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	2	1	3	13	6	11	11	6	16	11	6	17
Bristol	398	360	132	419	375	140	44	74	58	364	377	141
Cardiff	156	120	55	188	146	89	71	43	61	204	149	99
Dover	307	313	260	456	458	397	304	305	243	447	461	400
Falmouth (inc. Truro)	1	7	5	153	121	44	—	—	1	166	138	36
Folkestone	46	44	39	46	48	42	44	42	37	48	49	42
Grimsby (inc. Immingham)	204	229	207	259	270	240	88	67	95	257	314	261
Harwich	313	346	275	317	351	288	311	351	285	321	257	300
Holyhead	100	96	92	101	98	95	99	95	91	103	101	95
Hull	464	384	269	498	409	290	168	122	172	500	383	286
Lancaster	39	15	4	41	18	9	2	2	6	32	24	9
Liverpool	1,094	1,068	409	1,345	1,289	517	680	529	351	1,542	1,380	544
London	2,528	2,531	1,178	3,240	3,095	1,430	1,380	1,132	900	3,357	3,102	1,459
Manchester (inc. Runcorn)	519	493	213	548	505	235	160	156	162	424	500	253
Middlesbrough	270	326	122	342	426	162	156	183	123	358	437	179
Milford Haven	367	301	24	405	341	42	41	18	8	383	296	37
Newhaven	11	20	41	12	21	44	12	21	43	12	21	43
Newport (Mon.)	100	98	35	143	152	63	78	84	50	158	181	70
Plymouth	30	8	26	49	36	62	12	8	26	45	18	50
Southampton	1,062	1,158	178	1,345	1,417	250	600	493	152	1,351	1,364	252
Swansea	80	92	47	245	225	139	232	187	183	300	241	196
Tyne Ports	196	189	107	280	315	136	123	107	83	325	353	141
Glasgow	473	442	127	528	486	141	240	172	66	550	472	120
Grangemouth	83	89	86	125	136	104	109	88	81	217	126	103
Greenock	26	46	10	102	131	23	1	—	3	113	183	28
Leith	84	55	79	88	55	82	38	25	51	58	45	69
Belfast	127	187	110	134	203	122	35	44	49	66	229	103
Other ports	669	679	1,171	869	839	1,505	370	336	859	832	822	1,409
TOTAL	9,749	9,698	5,304	12,291	11,973	6,702	5,410	4,690	4,255	12,542	12,133	6,742

TABLE 4 **Coasting trade arrivals and departures at principal ports for the month of January**

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1964	1965		1964	1965		1964	1965		1964	1965	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	1	2	8	186	182	249	198	177	229	202	180	239
Bristol	116	134	118	153	171	383	62	91	286	166	204	396
Cardiff	25	63	73	78	113	238	31	28	155	68	91	233
Cowes	124	92	534	315	275	1,227	117	81	455	320	272	1,220
Falmouth	10	10	13	61	74	51	13	6	27	29	21	44
Hartlepool	2	9	13	74	85	67	58	54	48	61	66	66
Hull	83	78	33	147	163	136	60	74	107	163	180	157
Immingham	39	64	14	112	135	81	44	107	69	100	170	101
Lancaster	116	156	84	129	167	126	137	141	116	145	159	120
Liverpool	255	289	226	397	432	390	217	246	305	375	357	372
London	716	745	624	883	916	879	191	183	228	880	894	859
Manchester	76	85	48	112	128	127	82	67	64	172	133	101
Middlesbrough	28	14	32	123	96	127	37	49	61	77	115	117
Milford Haven	59	22	10	232	221	84	267	284	89	280	321	100
Newport (Mon.)	29	27	106	62	42	124	15	4	11	50	34	112
Portsmouth	40	42	178	234	226	863	7	7	74	237	224	865
Preston	70	96	154	85	108	183	70	93	147	100	120	199
Southampton	176	248	738	494	523	997	423	454	850	488	500	1,008
Sunderland	22	25	29	192	166	194	160	135	150	195	160	191
Swansea	20	9	34	165	136	285	100	88	182	113	97	215
Tyne ports	52	64	22	284	340	237	174	157	180	239	254	231
Glasgow	109	78	87	202	144	113	83	82	76	154	116	120
Belfast	534	500	658	548	529	728	430	340	463	575	495	729
Other ports	998	1,107	2,546	1,384	1,463	3,514	684	798	1,604	1,405	1,474	3,487
TOTAL	3,697	3,959	6,382	6,651	6,834	11,403	3,658	3,745	6,036	6,593	6,637	11,292

(*Table 5 at foot of page 17*)

Subscription form for the Board of Trade Journal

To HM Stationery Office:

London, S.E.1: P.O. Box 569
Manchester 2: 39 King Street
Cardiff: 109 St. Mary Street
Belfast 1: 80 Chichester Street
Edinburgh 2: 13a Castle Street
Birmingham 5: 35 Smallbrook, Ringway
Bristol 1: 50 Fairfax Street

Enclosed please find £4 12s. 6d. being one year's subscription to the BOARD OF TRADE JOURNAL. The copy should be sent to:

Name .....

Address.....

.....

United Kingdom balance of payments in the first quarter of 1965

A TREASURY announcement dated June 29 stated that following a small favourable change in the fourth quarter of 1964, there was a marked improvement in the balance of payments on current account in the first quarter of 1965. On a seasonally adjusted basis the account showed a small surplus, the first since the second quarter of 1963. Although the net outflow of long-term capital continued at a high level, the identified deficit on current and long-term capital accounts together was only half the average rate during 1964. Short-term private capital movements were on a scale smaller than in the previous quarter, and resulted in only a moderate net outflow. To meet this and to finance the identified deficit further drawings on the $3,000 million central bank credits were made.

The resumed growth in exports which was evident in the fourth quarter of 1964 continued in the first quarter, and imports fell sharply. The deficit on visible trade, seasonally adjusted, was reduced to £39 million, compared with £127 million in the fourth quarter of 1964. With little change in net invisible earnings, the balance on current account improved by £91 million to a surplus of £6 million. Seasonal factors in this quarter were slightly adverse and, on a recorded basis, the current balance was a deficit of £7 million.

The balance of long-term capital showed a continuing heavy outflow amounting to £90 million in the first quarter. It was affected by a marked reduction, probably largely temporary in character, in overseas direct investment in the United Kingdom.

Taking current and long-term capital transactions together there was an identified deficit of £97 million. The balance of monetary movements was adverse by £128 million. There was a negative balancing item of £31 million.

Marine Inquiry

THE FORMAL investigation into the circumstances attending the stranding of the s.s. 'Hindsia' of London, O.N. 186279, in Oslo Fjord, on January 22, will open at 10.30 a.m. on July 22 in the board room of the Chartered Auctioneers' and Estate Agents' Institute, 29 Lincoln's Inn Fields, London, W.C.2.

The Wreck Commissioner will be Mr. K. S. Carpmael, Q.C.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Rotating Electrical Machinery for January 1965.
Clothing for February 1965.
Railway Carriages and Wagons for March 1965.
Tools and Implements for March 1965.
Footwear for April 1965.
Home-grown Timber for April 1965.
Salt for April 1965.

Quarterly at 7s. 6d. a year, post free:

Cutlery for January-March 1965.
Floor coverings for January-March 1965.
Jewellery for January-March 1965.
Polishes for January-March 1965.

Chartered Institute of Secretaries celebrates 75th anniversary in 1966

THE CHARTERED Institute of Secretaries celebrates its 75th anniversary in 1966. Referring to this event during his opening address at the Institute's recent annual conference in Eastbourne, Mr. Leslie R. Murray, the President, said that they were going to petition HM the Queen to grant the Institute a new Charter. It was likely that the two main objects specified in that Charter would relate to examinations and conferences.

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

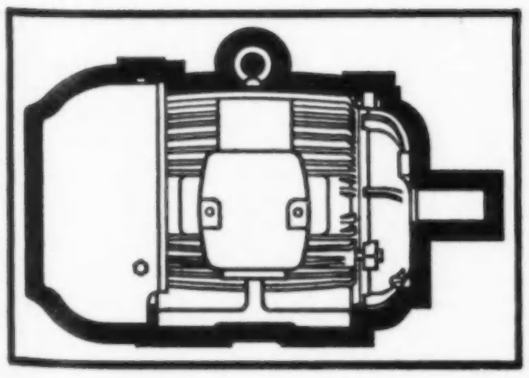
United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.
Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

SHIPPING MOVEMENT *continued*

TABLE 5 **Shipping movement at UK ports**

		Arrived				Departed			
		Number of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	Number of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo – month of January	1964	5,881	3,104	2,592	512	5,765	3,200	2,673	527
month of January	1965	5,560	3,394	2,709	685	5,509	3,378	2,272	656
months ending	1964								
months ending	1965								
In ballast – month of January	1964	5,395	2,937	2,402	535	5,478	2,755	2,270	485
month of January	1965	4,945	2,843	2,240	603	4,871	2,691	2,190	501
months ending	1964								
months ending	1965								
Coasting trade – United Kingdom:									
With cargo – month of January	1964	6,712	3,697	3,128	570	6,329	3,658	3,087	571
month of January	1965	6,382	3,959	3,212	747	6,036	3,745	3,057	688
months ending	1964								
months ending	1965								
In ballast – month of January	1964	5,469	2,954	2,413	541	5,862	2,935	2,426	507
month of January	1965	5,021	2,874	2,262	612	5,256	2,892	2,342	550
months ending	1964								
months ending	1965								

(a) Commonwealth and Irish Republic.



EASY TO INSTALL
ECONOMICAL TO RUN

BROOK MOTORS LTD HUDDERSFIELD

BROOK ELECTRIC MOTORS

65/B

Insurance companies in 1964

THIS IS the third annual article summarizing the information on investment and assets held by insurance companies which is provided to the Board of Trade by the British Insurance Association. The previous article was published in the *Board of Trade Journal* on June 26, 1964. It also provides statistics of transactions in assets of insurance companies during the first quarter of 1965.

Investment during 1964

Total net investment of insurance companies in 1964 amounted to nearly £690 million, with an increase in investments of £646 million and a rise in cash and other short-term assets – cash, bills, agents' balances, etc. – of £40 million. Life funds accounted for £631 million of this investment, compared with £586 million in 1963 and £506 million in 1962. General funds, with a total net investment of £56 million, were substantially up on the figure of £31 million for 1963, and slightly up on the (revised) figure of £53 million for 1962.

Life funds continue to invest heavily in company securities

Table 3 shows that the marked change, between 1962 and 1963, in the pattern of investment of the life funds continued in 1964. Net investment in public sector securities during the year at £92 million, or 14 per cent of total net investment, was £44 million lower than in 1963 when the percentage was 23 per cent. In 1962 public sector securities represented nearly 30 per cent of total net investment, about double the 1964 figure. During 1964 life funds tended to switch out of short and medium-dated Government stocks into those with over 15 years to maturity, thus reverting to a similar pattern of investment to 1962.

Life funds continued their interest in debentures, which attracted £184 million from them in 1964, compared with £145 million in 1963 and £97 million in 1962 (29 per cent, 25 per cent and 19 per cent respectively of total net investment during the year). Ordinary shares also attracted a larger proportion of life funds' investment in 1964 than in 1963 – £142 million, or 23 per cent of total net investment, against £119 million, or 20 per cent. This continues the tendency evident since 1962, in which year investment in company ordinary shares represented only 15 per cent of total net investment. Net advances for home house purchase by life funds during 1964, at £49 million, was £17 million more than in 1963, but still £9 million lower than in 1962. Other mortgages and loans, at £78 million, were £19 million higher than in 1963.

Life funds' holdings of assets

Table 2 shows that the value of life funds' holdings of assets increased by £718 million between the end of 1963 and the end of 1964, reaching a level of £8,143 million at the end of 1964, which was nearly 10 per cent above the level 12 months earlier. Holdings of public sector securities (at nominal values) increased by £122 million to £2,352 million (29 per cent of total assets), while ordinary shares and debentures (at book values) rose by £193 million to £1,731 million (21 per cent) and £183 million to £1,240 million (15 per cent) respectively. All company securities now represent about two-fifths of the assets of life assurance funds.

The statistics shown in Table 2 can give only a very broad picture of the distribution of insurance companies' assets because of the different bases of valuation. Similarly, changes between the end of one year and the end of the next in the statistics of holdings of public sector securities by maturity dates are affected by the

Table 1 Transactions at cash values in assets of insurance companies, 1962, 1963 and 1964

£ million

Assets	Life Funds					General Funds					Combined Funds				
	Net investment 1962	Net investment 1963	1964 Assets acquired	1964 Assets realized	1964 Net investment	Net Investment 1962	Net Investment 1963	1964 Assets acquired	1964 Assets realized	1964 Net investment	Net investment 1962	Net investment 1963	1964 Assets acquired	1964 Assets realized	1964 Net investment
Public sector securities:															
British government and government guaranteed securities:															
Period to maturity:															
Up to 5 years	— 2	+ 22	84	91	— 7	— 3	— 4	12	9	+ 3	— 5	+ 18	96	100	— 4
Over 5 and up to 10 years	— 80	— 23	47	61	— 14	— 5	— 9	10	19	— 9	— 85	— 32	58	81	— 23
Over 10 and up to 15 years	— 39	— 22	66	113	— 47	— 1	+ 3	13	10	+ 3	— 41	+ 25	79	122	— 43
Over 15 years	+243	+ 66	426	279	+147	— 23	— 2	10	10	—	+266	+ 64	435	289	+147
Undated	+ 14	+ 23	74	62	+ 12	— 1	— 1	—	—	—	+ 13	+ 22	74	62	+ 12
Local authorities, etc., securities	+ 13	+ 25	31	31	—	+ 8	+ 3	8	6	+ 2	+ 21	+ 28	39	37	+ 3
Total of public sector securities	+149	+136	729	637	+ 92	+ 21	— 10	53	54	— 1	+170	+126	782	691	+ 91
Other investments:															
Company securities:															
Ordinary shares	+ 75	+119	233	91	+142	+ 11	—	33	19	+ 14	+ 86	+119	266	110	+156
Preference shares	+ 8	+ 22	25	12	+ 13	+ 1	+ 1	3	2	+ 1	+ 9	+ 23	28	14	+ 14
Debentures, etc.	+ 97	+145	227	44	+184	+ 2	+ 1	10	5	+ 5	+ 99	+146	238	49	+189
Mortgages and loans:															
Home – House purchase loans	+ 58	+ 32	124	74	+ 49	+ 2	+ 2	7	4	+ 3	+ 60	+ 34	131	79	+ 53
Other mortgages and loans	+ 48	+ 59	121	43	+ 78	—	— 1	5	1	+ 4	+ 47	+ 58	127	45	+ 82
Overseas	+ 2	+ 1	3	1	+ 2	+ 1	—	1	1	—	+ 2	+ 1	4	2	+ 1
Overseas government, etc., securities	— 4	+ 2	12	14	— 2	— 2	+ 3	11	9	+ 2	— 6	+ 5	23	24	— 1
Land, property and ground rents	+ 50	— 60	70	14	+ 57	+ 1	+ 2	7	5	+ 2	+ 51	+ 62	78	19	+ 59
Other investments	+ 2	+ 1	1	1	—	—	—	4	1	+ 3	+ 2	— 1	5	2	+ 3
Total of other investments	+336	+440	816	294	+522	+ 16	+ 7	81	47	+ 34	+353	+447	898	342	+556
Total of investments	+484	+576	1,544	931	+614	+ 38	— 3	134	101	+ 33	+523	+573	1,680	1,033	+646
Cash and short-term loans	+ 5	+ 1			+ 16	— 15	+ 6			+ 12	— 10	+ 7			+ 28
Agents' balances, etc.	+ 17	+ 9			+ 1	+ 30	+ 28			+ 11	+ 47	+ 37			+ 12
Total net investment	+506	+586			+631	+ 53	+ 31			+ 56	+560	+617			+686

— =nil or less than £·05 million.

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY, LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephones: ARTHINGTON 2121 TELEX. 55103 Grams: WHITELEY, POOL-IN-WHARFEDALE

change during the year in the maturity classification of stocks. (For further details and examples see *Board of Trade Journal*, June 26, 1964, page 1392.)

General funds

Table 1 shows that general insurance funds added to their investments in 1964 by £33 million in contrast to their small net disinvestment of £3 million in 1963. Company securities, mainly equities, attracted the bulk of the new money (£20 million), the balance being spread fairly evenly over other types of investment. Cash and other short-term assets, including agents' balances, etc., rose by £23 million to bring the total net investment during the year to £56 million, £25 million more than in 1963.

Table 2, which shows general funds' holdings of assets, shows that the book value of securities, other than public sector securities, rose by £9 million in 1964, while the nominal value of holdings of public sector securities fell by £14 million. Cash and other short-term assets, including agents' balances, etc., increased by £23 million, bringing the total assets at the end of 1964 held by general funds to £989 million, £17 million, or just under 2 per cent above the level at the end of 1963.

Transactions in the first quarter of 1965

Table 4 shows that insurance companies undertook a total net investment of £173 million in the first quarter, 13 per cent more than in the previous quarter but 1 per cent less than in the same quarter of the previous year. Life funds accounted for £167 million of this total, and general funds £6 million.

Investment in securities, etc., at £188 million, was 9 per cent above the high level of £170 million in the fourth quarter of 1964, but holdings of cash and short-term assets fell by £15 million. Net investment in Government securities amounted to £20 million (12 per cent of total net investment), the new money, together with some £18 million from switching, going into medium and long-dated stocks. Appreciably less new money, however, went into long-dated stocks with more than 15 years to maturity than in the previous quarter. Local authority securities attracted £14 million during the quarter. Company debentures attracted a higher proportion of total net investment (32 per cent, compared with 29 per cent. in the fourth quarter of 1964), but the proportion of net investment in ordinary shares declined slightly (18 per cent, compared with 22 per cent in the previous quarter).

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the Journal. (*See page* 48 *of this issue*).

Notes and definitions

These statistics relate to holdings of and transactions in financial assets by United Kingdom insurance companies which are members of the British Insurance Association – that is, those whose parent company is registered and whose Head Office is in the United Kingdom; the Commonwealth companies which are members of the British Insurance Association are not included in the figures. In addition, the figures include the assets of collecting friendly societies. The returns include assets held in respect of money remitted by overseas branches and subsidiaries, but they exclude direct investment by a United Kingdom company in its overseas branches or subsidiaries, as well as financial assets held by or on behalf of those branches, even if held in the United Kingdom.

Thus the figures of holdings of assets differ from other published insurance statistics. The British Insurance Association itself publishes each year total investments of its British members. These

Table 2 Financial assets held by insurance companies

£ million

Assets	Life Funds				General Funds				Combined Funds			
	At Dec. 31, 1961	At Dec. 31, 1962	At Dec. 31, 1963	At Dec. 31, 1964	At Dec. 31, 1961	At Dec. 31, 1962	At Dec. 31, 1963	At Dec. 31, 1964	At Dec.31, 1961	At Dec. 31, 1962	At Dec. 31, 1963	At Dec. 31, 1964
Public section sector at nominal values:												
British government and guaranteed securities:												
Period to maturity:												
Up to 5 years	8	10	38	37	26	21	22	30	33	31	60	67
Over 5 and up to 10 years	141	73	94	73	59	65	58	53	200	138	152	126
Over 10 and up to 15 years	243	199	188	172	35	39	40	39	279	237	228	210
Over 15 years	857	1,088	1,148	1,279	72	79	69	57	929	1,166	1,217	1,336
Undated	345	372	414	440	13	10	13	9	358	381	427	449
United Kingdom local authorities, etc., securities:												
Period to maturity:												
Up to 5 years	39	35	36	38	12	11	10	13	51	46	46	51
Over 5 and up to 10 years	47	50	52	58	6	11	15	15	53	61	67	72
Over 10 and up to 15 years	55	69	82	87	4	9	8	8	58	77	90	95
Over 15 years and undated	167	166 (1)	177 (2)	167 (3)	9	7	8	6	176	173 (1)	185 (2)	173 (3)
Total of public sector securities	1,902	2,060	2,230	2,352	236	251	242	228	2,138	2,311	2,472	2,580
Other assets at book values:												
Company securities:												
Ordinary shares	1,302	1,399	1,538	1,731	160	173	194	203	1,462	1,572	1,732	1,933
Preference shares	331	339	357	364	31	33	37	35	362	371	395	399
Debentures, etc.	817	911	1,057	1,240	70	70	72	73	886	981	1,128	1,313
Mortgages and loans:												
Home-house purchase loans	634	685	719	768	28	31	30	32	662	715	749	800
Other mortgages and loans	388	450	508	587	23	16	17	17	411	467	525	603
Overseas	13	14	16	17	8	7	7	9	21	21	23	26
Overseas government, etc., securities	82	77	76	77	24	35	38	42	106	112	115	119
Land, property and ground rents	619	670	729	795	56	61	66	56	675	730	795	851
Othey assets	31	24	26	28	13	15	17	21	44	39	43	49
Total of other assets	4,216	4,569	5,025	5,606	413	440	479	488	4,629	5,009	5,504	6,094
Total of above assets	6,118	6,629	7,255	7,958	649	691	721	716	6,767	7,320	7,976	8,674
Cash and short-term assets	46	50	55	69 (5)	70	56	65	77 (5)	116	106	120	146 (5)
Agents' balances, etc.	89	106	115	116	127	157	185	196	216	263	300	312
Total assets	6,253	6,785	7,425	8,143	846	904	972	989	7,099	7,689	8,397	9,132

(1) Includes £12 million of undated securities.
(2) Includes £14 million of undated securities.
(3) Includes £16 million of undated securities.
(4) The figures for combined life and general funds include £245 million at end 1962, £269 million at end 1963 and £299 million at end 1964 of securities of companies registered overseas. Of these amounts, £124 million (1962), £137 million (1963) and £157 million (1964) represented common stocks of United States companies; the balance consisted very largely of securities of companies registered in Canada and the overseas sterling area. Holdings of securities of companies registered in other countries, including Europe totalled only £14 million at end 1962, £19 million at end 1963 and £21 million at end 1964.
(5) Revised figures.

figures differ in two important respects from those of holdings of assets published in the present article. First, the annual statistics published by the British Insurance Association include assets of overseas subsidiaries of United Kingdom companies, and secondly, public sector securities in the present statistics are at nominal values while in the Association's figures they are at book values.

The figures differ from those published by the Board of Trade in the Annual Summaries of Statements of Insurance Business published under the Insurance Companies Act, 1958 in additional respects; the latter give assets divided between companies carrying on life business and other companies, compared with the breakdown between life assets and other assets in this article. The Annual Summaries also include companies which are not members of the British Insurance Association, but these are very small in relation to the total. Neither the Annual Summaries, published under the 1958 Act, nor the British Insurance Association's figures include the collecting friendly societies.

Cash and short-term assets include cash in hand and with United Kingdom banks, United Kingdom Treasury bills and local authority bills and temporary money, and other short-term assets held in the United Kingdom or overseas.

Holdings of public sector securities are at nominal values; holdings of other investments are at book values. Transactions in assets are at cash values. Net investment is the difference between payments made for assets acquired and payments received for assets realized.

Public authority securities include British Government and Government guaranteed securities and United Kingdom local authority securities (including Harbour Boards, Water Boards, etc.). Treasury bills and local authority bills are not included under this heading. Securities with optional redemption dates are classified by their final date. Conversions on maturity are omitted from the statistics of transactions in assets.

Figures given in the various tables in this article have been rounded, and totals are not always exactly equal to the sums of their components.

REGIONAL HELP FOR EXPORTERS

The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government, The Controller and his staff will give you all possible help in your efforts to sell *your goods overseas. Addresses on page 17 of today's issue.*

Table 3 Pattern of investment of life insurance funds (1)

Assets	Percentage of Totals					
	Holdings of Assets			Net Investment in Assets		
	Dec. 31, 1961	Dec. 31, 1963	Dec. 31, 1964	1962	1963	1964
British government and government guaranteed securities	25	25	25	27	19	14
United Kingdom local authorities, etc., securities	5	5	4	3	4	—
Company securities:						
Ordinary shares	21	21	21	15	20	23
Preference shares	5	5	4	2	4	2
Debentures, etc.	13	14	15	19	25	29
Mortgages and loans	17	17	17	21	16	20
Land, property and ground rents	10	10	10	10	10	9
Other investments (including overseas government, etc., securities	2	1	1	—	—	—
Cash and short-term assets	1	1	1	1	1	3
Agents' balances, etc.	1	1	1	3	2	—
Total	100	100	100	100	100	100
Value in £ million	6,253	7,425	8,143	506	586	631

(1) British government and government guaranteed securities and UK local authorities, etc., are at nominal values; other assets are at book values. Net investment in assets is at cash transaction values.

Table 4 Transactions at cash values in assets of insurance companies

£ million

Assets	Life Funds					General Funds					General Funds				
	Net Investment 1st qtr. 1964	Net Investment 4th qtr. 1964	1st quarter, 1965			Net Investment 1st qtr. 1964	Net Investment 4th qtr. 1964	1st quarter, 1965			Net Investment 1st qtr. 1964	Net Investment 4th qtr. 1964	1st quarter, 1965		
			Assets Acquired	Assets Realized	Net Investment			Assets Acquired	Assets Realized	Net Investment			Assets Acquired	Assets Realized	Net Investment
Public sector securities:															
British government and government guaranteed securities:															
Period to maturity:															
Up to 5 years	+ 6·3	— 3·5	25·9	37·5	— 11·6	+ 1·0	+ 0·5	4·6	8·8	— 4·2	+ 7·3	— 2·9	30·5	46·3	— 15·8
Over 5 and up to 10 years	— 1·0	— 11·8	29·0	24·7	— 4·3	— 2·7	— 1·4	6·7	5·0	— 1·6	— 3·7	— 13·1	35·7	29·7	+ 6·0
Over 10 and up to 15 years	— 5·4	— 46·0	39·0	22·8	+ 16·3	+ 2·5	+ 1·8	4·1	3·7	+ 0·5	— 2·8	— 44·2	43·2	26·4	+ 16·7
Over 15 years	— 1·7	+ 92·6	78·0	63·1	+ 14·9	— 0·6	— 2·1	2·7	2·2	+ 0·5	— 2·3	+ 90·5	80·7	65·3	+ 15·4
Undated	+ 7·4	— 4·0	16·3	18·3	— 2·0	— 0·2	+ 0·1	0·2	0·1	+ 0·1	+ 7·2	— 3·9	16·6	18·4	— 1·9
United Kingdom local authorities, etc., amenities	+ 1·1	— 3·9	21·7	7·6	+ 14·1	+ 0·9	+ 1·4	3·6	3·3	+ 0·3	+ 2·0	— 2·5	25·3	10·9	+ 14·4
Total of public sector securities	+ 6·8	+ 23·5	210·0	174·0	+ 36·0	+ 0·9	+ 0·3	21·9	23·1	— 1·1	+ 7·7	+ 23·8	231·9	197·0	+ 34·8
Other investments:															
Company securities:															
Ordinary shares	+ 40·5	+ 26·7	44·0	19·2	+ 24·8	— 1·0	+ 6·3	8·9	3·0	+ 5·9	+ 39·5	+ 33·0	52·9	22·3	+ 30·7
Preference shares	+ 2·0	+ 1·0	2·6	1·5	+ 1·1	+ 0·5	— 0·1	1·1	0·3	+ 0·8	+ 2·4	+ 0·9	3·7	1·8	+ 1·9
Debentures, etc.	+ 58·2	+ 42·7	64·9	10·5	+ 54·4	+ 1·0	+ 1·3	1·8	1·1	+ 0·7	+ 59·2	+ 44·0	66·8	11·6	+ 55·1
Mortgages and loans:															
Home – House purchase loans	+ 11·3	+ 17·2	35·4	15·6	+ 19·9	+ 1·2	+ 0·6	1·5	1·0	+ 0·5	+ 12·4	+ 17·8	36·9	16·6	+ 20·4
Other mortgages and loans	+ 20·8	+ 26·6	35·9	14·4	+ 21·5	— 0·1	+ 0·6	0·8	0·2	+ 0·5	+ 20·6	+ 27·3	36·7	14·7	+ 22·0
Overseas	+ 0·2	+ 0·3	0·5	0·2	+ 0·3	+ 0·1	— 0·1	1·2	0·2	+ 1·0	+ 0·3	+ 0·3	1·6	0·4	+ 1·3
Overseas government, etc., securities	+ 1·7	— 1·3	1·3	2·6	— 1·3	+ 1·1	+ 0·8	1·4	1·7	— 0·3	+ 2·8	— 0·6	2·7	4·3	— 1·6
Land, property and ground rents	+ 12·1	+ 21·3	26·4	4·1	+ 22·2	+ 0·3	+ 0·1	1·4	0·5	+ 0·9	+ 12·4	+ 21·4	2·7	4·6	+ 23·1
Other investments	— 0·1	+ 0·2	0·1	0·1	— 0·1	+ 0·4	+ 2·3	0·1	0·1	—	+ 0·3	+ 2·5	0·2	0·2	—
Total of other investments	+146·6	+134·7	211·1	68·3	+142·8	+ 3·5	+ 11·7	18·2	8·2	+ 10·0	+150·1	+146·5	229·2	76·4	+152·8
Total of investments	+153·4	+158·2	421·0	242·3	+178·8	+ 4·4	+ 12·1	40·1	31·2	+ 8·9	+157·8	+170·2	461·1	273·5	+187·6
			Balances					Balances					Balances		
			Dec. 31, 1964	Mar. 31, 1965				Dec. 31, 1964	Mar. 31, 1965				Dec. 31, 1964	Mar. 31, 1965	
Cash and other short-term assets:															
Cash in hand and with U.K. banks	+ 9·1	+ 3·4	39·8	23·8	— 16·0	+ 0·3	—	37·6	37·6	— 0·4	— 8·9	+ 3·4	77·4	61·0	— 16·4
UK local authority bills and temporary money	+ 11·7	— 15·7	23·7	25·3	+ 1·6	+ 5·0	— 1·9	11·1	11·2	+ 0·1	+ 16·7	— 17·6	34·9	36·5	+ 1·7
Other short-term assets	+ 5·7	— 5·8	3·6	5·7	+ 2·1	+ 3·2	+ 0·1	25·5	23·0	— 2·7	+ 8·9	— 5·7	29·1	28·8	— 0·3
Total cash and other short-term assets	+ 8·3	— 18·1	67·1	54·8	— 12·3	+ 8·5	— 1·8	74·3	71·5	— 2·5	+ 16·7	— 19·9	141·4	126·3	— 15·1
Total net investments	+161·6	+140·1			+166·5	+ 12·9	+ 10·3			+ 6·1	+174·5	+150·3			+172·6

— = nil or less than £·05 million.

British film fund agency

THE BRITISH Film Fund Agency has published the following information for the five weeks ended May 29, 1965:

Distributors' earnings submitted:		
High cost films	£721,160	
Low cost films		
Eligible (after multiplying by 2½)	£76,386	
Not eligible for 2½ times rental	£5,539	
		£803,085
Films of less than 3,000 feet (after multiplying by 2½)		£64,922
		£868,007
Levy collections paid to Agency by HM Customs and Excise to June 14, 1965, with an estimate of collections for one week, approximately covering entertainments to May 29, 1965		£460,200

The seventh interim allocation for the eighth distribution period will be at the rate of 47 per cent.

Overdrafts of the nationalized industries

THE TOTAL bank overdrafts of the nationalized industries at June 16 amounted to £68·7 million, of which £61·1 million was from the clearing banks and £7·6 million from the Scottish banks.

INDUSTRIAL FILM CATALOGUE

A new (1964–65) *edition of the Central Office of Information industrial catalogue* Films for Industry *has been published. It contains* 793 *films and* 43 *filmstrips, which are available from the Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including* 182 *new films,* 112 *of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

The catalogue is available from the Central Film Library, Government Building, Bromyard Avenue, London, W3. Price 4*s. post free.*

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, June 25, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Sunday Thoughts Series 14:					
No. 4 – Word of Honour	Br/E 30436	3	June 21	Rank Film Distributors Ltd.	Religious Films Ltd.
No. 5 – The Fair Deal	Br/E 30437	3	June 21	" "	" "
No. 6 – A Kind of Journey	Br/E 30438	3	June 21	" "	" "
Pathe Pic. Series 547/559:					
Pathe Pic. No. 550	Br/E 30439	8	June 23	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.
Island Boy	Br/E 30446	15	June 25	British Lion Films Ltd.	Cyril Jenkins Productions Ltd.
Pathe News 65-50	Br/E 29994	7	June 25	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.
Pathe News 65-51	Br/E 29995	8	June 25	" "	" "
Movietone News 1880A	Br/E 29942	7	June 25	Twentieth Century-Fox Film Co., Ltd.	British Movietonews Ltd.
Movietone News 1881	Br/E 29943	7	June 25	" "	" "
FOREIGN					
The Most	F 30440	28	June 24	Connoisseur Films Ltd.	Inter Video Productions Ltd. Canada
Tiko and the Shark	F 30441	88	June 25	Metro-Goldwyn-Mayer Pictures Ltd.	Titanus S.p.A., Rome
Haunted Mouse	F 30442	7	June 25	" "	Metro-Goldwyn-Mayer Inc.
The Golden Arrow	F 30443	91	June 25	" "	Titanus S.p.A., Rome
A Country Coyote Goes Hollywood	F 30444	37	June 25	Walt Disney Productions Ltd.	Walt Disney Productions
Bay of Angels (La Baie des Anges)	F 30445	90	June 25	Connoisseur Films Ltd.	Sud-Pacific-Films, Paris

AMENDMENTS TO THE REGISTER:
The playing time of the film 'Gay Purr-ee' (F 28462) registered on May 13, 1963, has been amended to 58 minutes.
The playing time of the film 'Picnic' (F 21030) registered on January 27, 1956, has been amended to 94 minutes.
The playing time of the film 'Who Was That Lady' (F 25180) registered on April 14, 1960, has been amended to 92 minutes.
CORRECTION TO THE REGISTER:
The particulars of the film 'Kal Yug, Goddess of Vengeance' (F30059) registered on January 25, 1965, have been corrected to include the additional makers: Criterion, Paris and Eichberg Film, GmbH Munich.

'PICK-A-BACK' ARRANGEMENTS FOR EXPORT ASSISTANCE

A booklet, with a foreword by Mr. Douglas Jay, President of the Board of Trade, containing names and addresses of manufacturing firms who have offered to help other firms with export assistance has been published by Export Services Branch of the Board of Trade, in collaboration with the main organizations of British Industry.

Copies may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 *Old Bailey, London, E.C.*4. (*Reference* 987 *G.*) *Tel. City* 5757, *Ext.* 245. (*Telex* 25977), *or from any Board of Trade Regional Office.*

SURPLUS TELEPHONE EQUIPMENT

The Kingston upon Hull Corporation has for disposal a quantity of telephone equipment. Requests for detailed lists, permit to view and conditions of sale are available on application to The Telephone Manager, Telephone House, Carr Lane, Hull.

SCHEDULE OF EQUIPMENT NOW OFFERED

Rotary Automatic Telephone Exchange Equipment including a large quantity of sensitive continental relays and four digit counters.

Wanted STOCKS for CASH

We are cash buyers of merchandise of every description, Also Clearance Stocks, Discontinued Lines, Surplus and Redundant Stocks, also BOTTLES, Jars, Screw Caps, Cartons, and other Packaging Materials. In fact, goods of all kinds can be disposed of through us without delay, on the most favourable terms, and without trouble.

Should you have anything for disposal either now or at any future time please send us samples, full particulars and price on a cash settlement basis and the matter will have our immediate and careful attention.

RELIANCE TRADING CO.

23/25 CHARLES LANE, ST. JOHN'S WOOD, LONDON, N.W.8
Telephone: JUNiper 0701 *Grams:* Gordon, Juniper 0701

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPT.)

1965	Stores	Location	Auctioneers
July 14 & 15	Miscellaneous stores and equipment – mostly furniture in small lots . . .	Royal Air Force, Yatesbury . . .	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).
July 22 .	Miscellaneous stores and equipment .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), 65 Coventry Street, Kidderminster. (Tel. Kidderminster 2053 and 4211).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the Auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

TENDER SALES — TENDERS INVITED FOR

(a) Purchase and removal of Portable Deck House with fittings and furnishings at Crumlin, Co. Antrim, Northern Ireland; and,

(b) The collection and purchase of waste paper, etc., from RAF stations in geographical areas in the British Isles, contract to commence October 1, 1965

Apply to Ministry of Defence, AFC.19a (Air), Turnstile House, London, W.C.1, for tender forms.

Elvington Airfield, East Yorkshire (6 miles York), R. M. English & Son Ltd., will sell by auction on Wednesday, July 21, 1965, at 10.30 a.m.,

Briefly comprising: 1,000,000 U.S. gallon aviation fuel installation (Unused) including twenty 50,000 gallon Fuel Storage Tanks; Electric Hydraulic Pumps; Hydraulic Valves; Flanged Steel Piping, etc.; two Butler Sheds; seven spans, each span 40 ft. by 100 ft.; 150 Nissen huts; two large Cold Storage Units; Fuel tanks; Underground cabling; approximately 7 ton Copper; 14½ ft. Lead, etc.

Catalogues (in course of preparation) on application to the Auctioneers:
R. M. English & Son, Ltd., Pocklington. (Tel.: Pocklington 2106 and 3198).

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1965	Stores	Location	Auctioneers
July 8 .	Plant, machine tools, textiles and miscellaneous stores including: lathes and drills, grinding and milling machines, mobile cranes, overhead electric travelling cranes, charging sets, electrical and wireless equipment, lengths of wool and cotton, canvas and canvas covers, tool kits, blankets, furniture, clothing.	N.C.O.S.D., Barlow, Selby, Yorks, W.R. .	Bartle & Son (Dept. L), 52 Merrion Street, Leeds, 2.
July 15 .	Plant, machine tools and miscellaneous stores including: capstan, boring and surfacing and centre lathes, bending and rolling machines, air compressors, woodworking machines, milling machines, grinders and polishers, bench and portable electric drills, circular saw benches, cameras, epidiascopes, projectors, photographic stores, test instruments, Megger insulation testers, trailer vans, paint spraying plants, tyre inflation lubricating plant.	Technical Stores Sub-Depot, Old Dalby, Leics., Melton Mowbray.	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).
July 20 .	Limousines, saloons and estate cars, land rovers, coaches, tractors, breakdown vehicles, mobile tankers, heavy duty trucks, fork lift trucks, plant ancillaries and spares, solo motor cycles.	Ordnance Storage and Disposal Depot, Ruddington, nr. Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to the date of Sale. Price 1s. 0d. (*Postal Orders only*).

SALE BY TENDER – MACHINE TOOLS

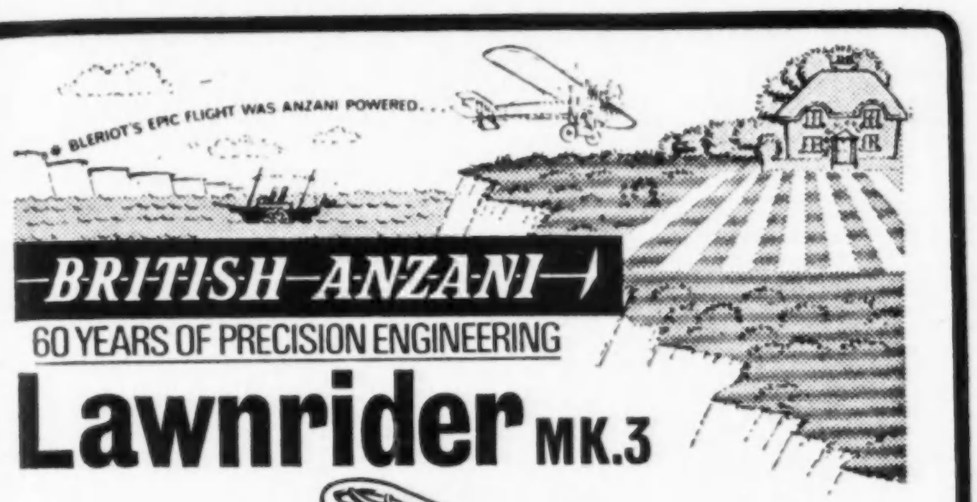
Horizontal and vertical borders, 4-spindle drill, vertical and horizontal milling machines and planing machines.

Location: Royal Ordnance Factory, Royal Arsenal, Woolwich, London, S.E.18. Application for Tender Forms should be made to: Ministry of Defence (AD), Directorate of Sales 4 (b) (ii), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. July 15, 1965. Permission to view on presentation of Tender Forms only.

MINISTRY OF PUBLIC BUILDING AND WORKS

1965	Description of Goods	Location	Auctioneers
July 6 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).

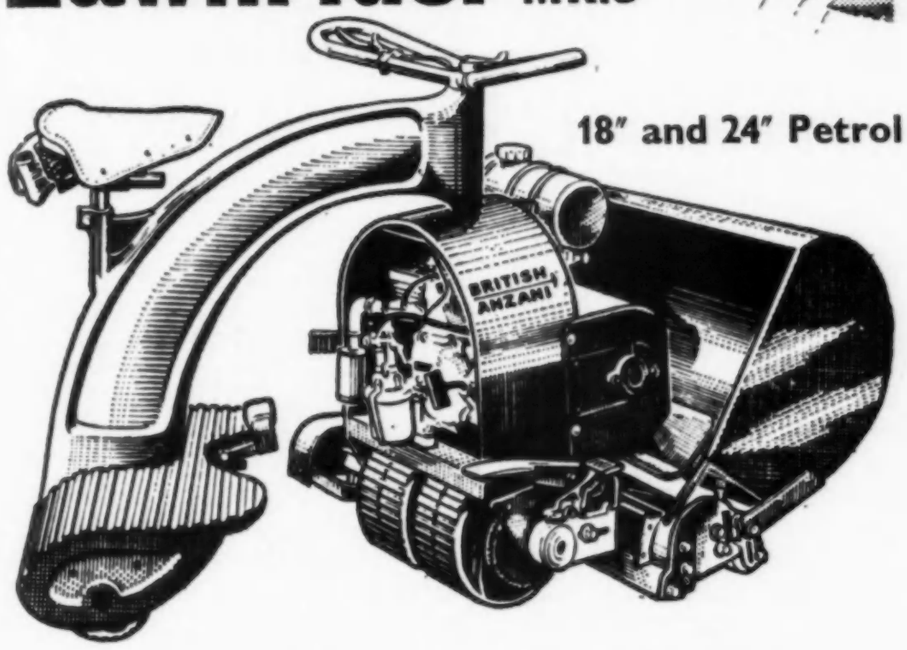
Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.



BRITISH—ANZANI—

60 YEARS OF PRECISION ENGINEERING

Lawnrider MK.3

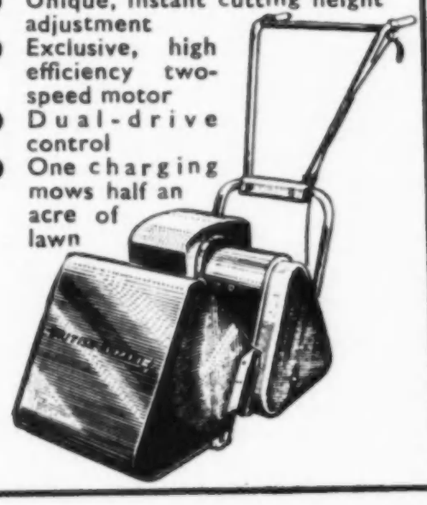


18" and 24" Petrol

- Two drive wheels for increased traction and stability
- Differential for manoeuvrability
- Smooth take-up clutch
- Power to spare 150 cc 4-stroke engine

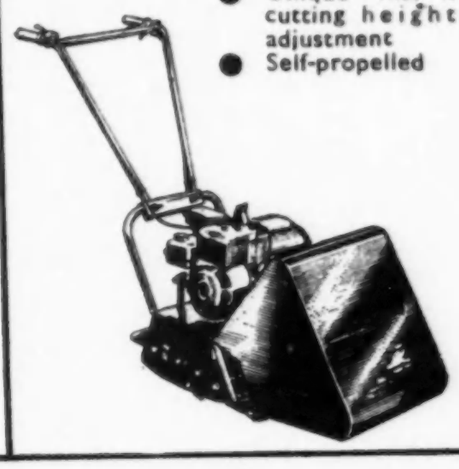
WISPA 14"
Battery Electric

- Quietest self-propelled mower available
- Unique, instant cutting height adjustment
- Exclusive, high efficiency two-speed motor
- Dual-drive control
- One charging mows half an acre of lawn



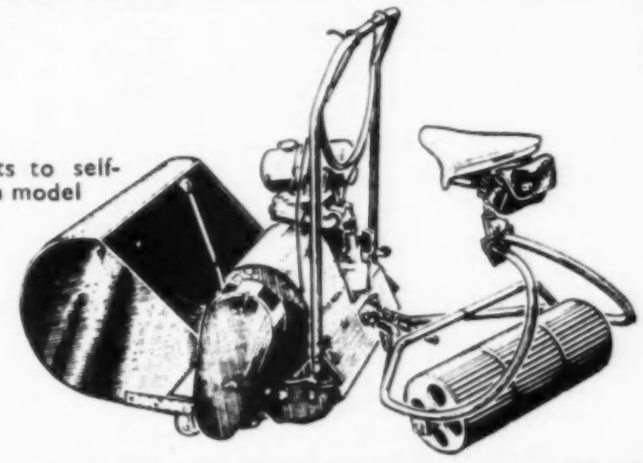
EASIMOW 14"
Petrol

- 98 cc 4-stroke engine 'Easi Spin' starter
- Dual-drive control
- Unique instant cutting height adjustment
- Self-propelled



RIDAMOW 14"
Petrol

- Rideable or converts to self-propelled pedestrian model
- Close-coupled fully adjustable seat
- Two clutches—plus dual-drive
- Extreme manoeuvrability
- 150 cc 4-stroke engine



BRITISH ANZANI ENGINEERING CO. LTD.

AYLESFORD, MAIDSTONE. KENT. MAIDSTONE 77641

The best way to these EXPORT MARKETS

is through THE CHARTERED BANK

(Incorporated by Royal Charter, 1853)

The Bank, its subsidiaries and associates are the largest British banking group in the East, having over 200 offices in twenty-seven territories, as shown above.

THE CHARTERED BANK
Head Office: *38 Bishopsgate, London, E.C.2.*
Manchester Office: *52 Mosley Street, Manchester, 2.*
Liverpool Office: *28 Derby House, Exchange Buildings, Liverpool, 2.*

THE EASTERN BANK LIMITED
Head Office: *2 & 3 Crosby Square, London, E.C.3.*

ASSOCIATED BANKS: ALLAHABAD BANK LTD. (INCORPORATED IN INDIA)
THE IRANO BRITISH BANK (INCORPORATED IN IRAN)
THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

Advertisement of Company Meeting

HOLMAN BROTHERS, LIMITED.

RECORD TURNOVER AND PROFIT

A REFLECTION OF HIGH LEVEL OF DEMAND AND IMPROVED EFFICIENCY

Mr. J. F. Holman on Group's satisfactory export performance

The Annual General Meeting of Holman Brothers, Limited will be held on July 21 at the Dorchester Hotel, Park Lane, London, W.1.

The following is the statement by the chairman, Mr. J. F. Holman, circulated with the report and accounts:

It is with pleasure that I am able to report a further improvement in the Group Trading Profit. The increase of 19 per cent to the record figure of £1,239,695 reflects the continued high level of demand for our products and the result of our continuing efforts to improve efficiency.

There has been a substantial increase in the total sales turnover of the Group which again was a record. The increase was most marked in sales of Maxam fluid power equipment but greater sales were also obtained over a wide range of the company's products.

Sales to United Kingdom customers show a small improvement over the high level achieved last year, but Group sales overseas made a very good showing indeed and now account for 72 per cent of Group turnover. The proportion of sales from Camborne going directly for export is now up to 52 per cent. This must be considered a very satisfactory performance in the light of the country's balance of trade problems.

SOUTH AFRICA AND RHODESIA

Our subsidiary company in the Republic of South Africa achieved a very satisfactory increase in turnover and the profit was considerably better than in the previous years. The return on sales effected in this country is still low but the improvement obtained is welcome and I hope for a continuance in the current year. Plans have been approved which involve the sale of the present premises in Johannesburg and the purchase of a site a few miles outside the city on which a new factory, stores and offices will be constructed. It is felt that this move, which, will take place within the next 12 months, will result in improved manufacturing facilities and administration economies. During the year a majority interest was acquired in Western Province Engineers (Pty.) Ltd., who hold several important distributorships and whose activities are complementary to those of our subsidiary's Cape Town office.

Holman Brothers Rhodesia (Private) Limited obtained a substantial increase in turnover during the year to March 31, 1965, and whilst there was a higher charge for Rhodesian income tax, the contribution to Group profits shows a satisfactory increase. The break-up of the Federation is likely to necessitate some change in our selling arrangements for Northern Rhodesia, now Zambia; this matter is now receiving our consideration and, meanwhile, we have registered a subsidiary company in Zambia.

AUSTRALIA, CANADA AND INDIA

The sales of Holman Brothers (Australia) Pty. Limited were much the same as last year, but the contribution to Group profits was marginally lower. This company has outgrown its existing premises in Melbourne and a suitable site in the suburb of Notting Hill has been purchased on which a factory, stores and office are now being built, for occupation in July 1965. Changes have been made in the management of this company and I am confident that we can look forward to increasing our share of business in this market which has such a great future.

The efforts of Holman Brothers (Canada) Limited have resulted in a greater volume of sales in both Canada and the United States, but it is disappointing that on account of the high cost of selling the profit margin is below the average for the Group. The demand for our products continues at a very high level and it is hoped that improved results will be achieved in the current year. This company has also outgrown its existing premises and has purchased an industrial site only a mile or so away from the present premises on which a factory, stores and offices will be built.

Holman-Climax Manufacturing Limited in Calcutta has continued the excellent progress to which I referred last year and has increased turnover by a substantial amount. The profit before taxation represents a satisfactory return on capital employed but the unreasonably high level of taxation in India takes a heavy toll of the amount available for shareholders.

OTHER OVERSEAS INTERESTS

It has been an extremely difficult year for Holman Brothers (Ghana) Limited as the economic climate of Ghana deteriorated to the extent that import licences were granted for only a proportion of the goods which could have been sold and strict control has been placed on the remittance of sterling. In the circumstances the sales turnover, although lower than last year, reflects credit on all concerned, but inevitably the profit realized was lower. I am pleased to say, however, that we have recently heard that licences for substantial quantities of our products have been granted in respect of the current year.

Holman Brothers (East Africa) Limited did well to show an increase in turnover as compared with last year, and although expenses were higher, the resulting profit was satisfactory.

Holman Brothers (Nigeria) Limited were able to achieve an increase in the volume of sales of both our own products and those of the principals for which they act as distributors, and whilst the total did not reach the high level of 1962/63 the performance was most creditable. Expenses have gone up, largely as a result of the increase in staff, the majority of whom are Nigerians; but nevertheless the final profit showed a gratifying improvement.

Holman Iberica S.A., has had another year of continued growth and has further increased its volume of turnover. As a result, the profit shows a healthy improvement. This company is now exporting some of its products to certain countries with which Spain has a favourable trade balance and to which export from the United Kingdom presents difficulty. During the year this company increased its share capital and we have subscribed for our entitlement and taken the opportunity to acquire further shares.

Climax-France S.A., which manufactures and sells Maxam fluid power equipment, has had a good year. There has been an increase in sales and net profit, and the company has reached the stage of paying its first dividend.

I welcome the introduction of the Export Rebate scheme which gives some tangible assistance to exporters. The scheme is somewhat complicated and in our case calls for a great deal of clerical effort but, nevertheless, we anticipate receiving a useful contribution towards the furtherance of our export effort.

GROUP PRODUCT RANGE

Within the Holman product range, sales of Rotair portable compressors were well maintained and additionally we have increased our sales of road breakers, rock drills and rock drill ancillary equipment. We have been the pioneers in this country of a combination of a high pressure portable compressor and a high pressure down-the-hole drill and this is proving a winner.

The rate of growth of Maxam fluid power equipment for low cost automation continues to accelerate, and as there was a further improve-

ment in profit margins a valuable contribution to the profit of the Group was made. I continue to be optimistic concerning the future of this division.

Sales of Goodyear Pumps were approximately the same as last year, and whilst further progress has been made in dealing with the technical problems involved, this division has not reached the stage when it can make a contribution to Group profits.

Research and development work has continued throughout the year, and in addition to the high pressure compressor and down-the-hole drills to which I have referred, the Silent Series version of our Rotair portable compressor was put into production and has met with great success. With no loss in performance these machines have a noise level which is very considerably reduced; and when our muffled road breakers are used in conjunction a significant step forward in the battle against noise results. The first model in our new range of Free Standing Rotair compressors has been introduced for use as a standard stationary machine or for mounting on trucks and tractors. A new range of Maxam valves has been developed and will shortly go into production; and a major new development will be announced in the near future. An improved design of Goodyear Pump was also put on the market for the first time during the year.

GROUP BALANCE SHEET

Turning now to the balance sheet of the Group you will notice a large increase in the Fixed Assets. This in the main reflects the expenditure on the centralization scheme at our Camborne works, to which I refer later.

Last year I mentioned our continuing efforts to reduce the value of Stocks and Work in Progress, a trend which has been so marked in the last few years. The increase in turnover, coupled with the delays in deliveries of essential components, have now combined to reverse this trend and a substantial increase is shown compared with a year ago. So long as this situation continues, a high level of stocks will be inevitable; but I am confident that the measures of control introduced in recent years will be most valuable in containing the increase at the lowest practicable level.

There has also been a large increase in Trade and Other Debtors and Bills Receivable. This is a natural consequence of the increase in turnover, but was accentuated by exceptionally heavy invoicing in the last few months of the year.

Trade Creditors are considerably higher than a year ago, which reflects the larger volume of purchases necessary to maintain the increased turnover.

The increases in Fixed and Current Assets, in spite of drawings on the Board of Trade Debenture, have inevitably resulted in the Group Bank Overdrafts increasing by a substantial amount and there has been a reduction in Cash at Bank.

CENTRALIZATION OF OPERATIONS

The arrangements to centralize our operations in Camborne have continued throughout the year and very considerable progress has been made. All the manufacturing units scheduled to be moved are now operating in their new quarters and the transfer of the Research & Development department will be completed by August. It is of interest that 670 machine tools were re-sited during the year, and 970 employees re-located. Moves of such magnitude have inevitably affected production to some extent during the year but careful control has kept this to a minimum and already we are obtaining some of the benefits for which we planned. I am pleased to be able to report that work is up to target date and the new Administration Building was 'topped out' on May 12 last. Phased occupation of this building, which is the last item on the programme, will commence in November 1965, and will be completed by February 1966.

The support given by the Board of Trade has been of the utmost assistance in making this scheme possible. Loan facilities secured by a 5½ per cent Debenture have been granted up to a maximum of £500,000 and a Grant Agreement covering 25 per cent of approved expenditure on buildings has been arranged. At March 31, 1965, £400,000 had been drawn under the loan arrangements and a progress grant received towards the cost of buildings. In addition we are entitled to a grant of 10 per cent of the cost of certain items of plant and machinery. I should like to take this opportunity of expressing our appreciation of the help given by the many Board of Trade officials who have dealt with our case.

I am pleased to say that the proposals to the holders of 4½ per cent Debentures of Climax Rock Drill & Engineering Limited, to which I referred last year, were unanimously accepted, and as a result an issue of 4¾ per cent Debentures 1970/80 of the Parent Company was made on July 16, 1964, and the Climax Debentures cancelled.

During the year £30,000 of the Company's 6 per cent Debentures and £5,700 4¾ per cent Debentures were purchased for redemption in accordance with the Trust Deeds.

In the course of the year the Company acquired the balance of shares of Saxton & Company (London) Limited and that company is now a wholly owned subsidiary. It has a first-class reputation in the field of plant hire and will form a useful outlet for our Rotair compressors and certain other items of contractors' plant which we manufacture. We also acquired the whole of the share capital of Saxton & Co. (Deep Drillers) Ltd., whose rock drilling activities serve both the quarrying and construction industries.

CONSOLIDATED PROFIT AND LOSS ACCOUNT

Referring to the Consolidated Profit and Loss Account of the Group, the profit before taxation shows an increase of £194,010 to £1,239,695. Taxation and Minority interests amount to £629,068, leaving a net profit attributable to the Parent Company of £610,627, which is 33 per cent higher than last year.

As a consequence of Camborne being within a development area the company is able to take advantage of the tax concession whereby immediate relief may be obtained for Capital Allowances. A provision for the tax which would otherwise have been payable in respect of this year, amounting to £60,000, has been set aside and will be utilized in future years.

Shareholders will remember that when the announcement was made in December last concerning the interim dividend reference was made to the difficulty of forecasting the results for the whole year but, in the event, I am happy to say that the results are better than I anticipated at that time, and as a result your Directors now recommend for your approval a Final Dividend of 17 per cent less tax, making a total for the year of 25 per cent less tax. This compares with the equivalent of 18¾ per cent less tax paid last year.

In my remarks last year I referred to the review of pension arrangements then being carried out. This was completed during the year, and as a result our pension and life assurance schemes have been revised and brought up to date. Amounts payable to dependents should an employee die whilst in our service have been increased, as also have the pension benefits available on retirement. The additional cost to the company is considerable but since, in large measure, it relates to the improvement of past service pension benefits your Board feels that provision can correctly be made by a transfer from Revenue Reserve to Provision for Pensions. The amount involved is £100,000, and in our view the balance on the latter account should now be adequate to meet known commitments.

APPOINTMENT OF SALES DIRECTORS

Following the resignation last year of our former Group Sales Director, Mr. J. L. Ritchie, your Board gave very careful consideration to the question of his successor and it was felt that the growing volume of sales, coupled with the diversity of our products and markets, warranted the appointment of two sales directors for Holman products. In August 1964 Mr. H. S. Warwick was appointed to the Board with responsibility for Home Sales, and in September Mr. A. H. Hounsell was appointed with responsibility for Export Sales. Mr. Warwick has had a wide experience of selling and has been with the Company since 1943, during which period he has been successively an executive director of our companies in East Africa, South Africa, Ghana and Nigeria. Mr. Hounsell joined the Company from Michigan (Great Britain) Ltd., where he achieved great success as their Sales Director, particularly the export field.

For the first time we have included in the accounts a five year review, which I trust shareholders will find of value as providing a summary of the progress made by the Company over the years.

THE FUTURE

As regards the future, I feel reasonably optimistic so far as the Company is concerned. The deliveries in the year to date compare favourably with the same period last year, and as the order bank is at a very high level I am confident that the increasing prosperity of the Company will not be halted during the current year, provided that we can depend upon the regular delivery of components from our suppliers. In the year under review the failure of some key suppliers to meet our requirements, coupled with the centralization moves to which I have already referred, restricted our output and inhibited our sales.

It is difficult at the present time to estimate the effect on Group profits of the proposed tax changes since this will depend, amongst other things, on the level of profits earned in individual overseas countries, the rates of overseas tax imposed on such profits and the proportion of such profits remitted to the United Kingdom. Present indications are, however, that the Group will suffer additional taxes in the future, but it is hoped that they will not be of a major character.

It is against the country's interests that companies such as ours, with widespread interests overseas, should be frustrated as they are at the present time with so many uncertainties affecting taxation and investment, since our efforts to cope with these uncertainties could be channelled into more profitable directions.

TRIBUTE TO EMPLOYEES

I am sure that the shareholders will wish to join with the Board in paying a tribute to our employees throughout the Group. The year has had its share of difficulties and in particular the centralization programme has called for exceptional efforts from all concerned. It gives me great pleasure to record the Board's appreciation.

Exhibitions and Fairs

Over 600 British firms in Tokyo promotion

BRITISH Overseas Fairs Ltd. announce that over 400 British firms will be represented at the British Exhibition to be held in Tokyo from September 17 to October 3, while at the same time more than 200 firms will be participating in consumer goods promotions in 22 leading Tokyo department stores.

The exhibition, at the Harumi International Fair Grounds, will occupy more than 100,000 sq. ft. (net) and will present to Japan a broad cross-section of the latest British equipment, services and consumer goods. Two halls will be used to display industrial plant machinery and components of all kinds, while British services on offer to Japanese industry will include banking, insurance, shipping lines and airlines. A third hall will be devoted to features illustrating the role of freedom in Britain's development.

British consumer goods from textiles, household equipment and gold and silverware to toys and cigarette lighters will be on show. Foods and beverages will be sold retail in a separate food hall. Many of the exhibitors already have long standing trade relationships with Japan, while for others it is an ambitious first step; introducing new products into the Japanese market for the first time.

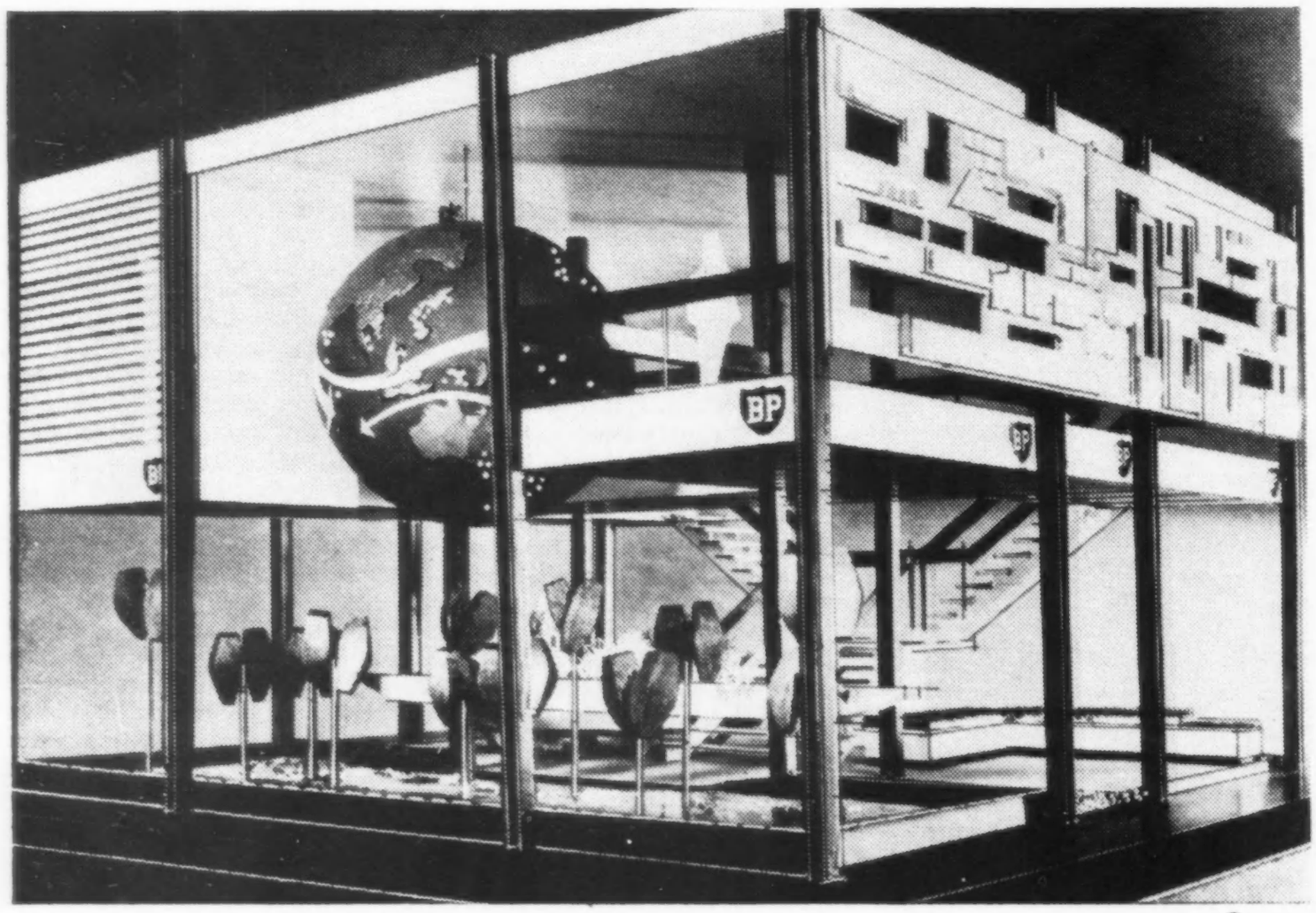
Two well established firms are Short Brothers and Harland of Northern Ireland, and Carpet Trades Ltd. Short Brothers and Harland were the first to open the British routes to the Far East in the 1930's when supplying the Short flying boats, and Carpet Trades Ltd., having been exporting to Japan for over 14 years.

Firms introducing new products include Bruck & Englesmann Ltd., and Pye. Bruck & Englesmann Ltd. will be showing new cloths with a built-in 'wrinkle recovery' and an electronic cop grader manufactured by Pye Laboratories Ltd., will also be seen for the first time in Japan.

The British Petroleum Co., ICI Ltd., Joseph Lucas, Rootes, Rolls-Royce and organizations such as the National Wool Textile Export Corporation are featured in a long list of well-known exhibitors.

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of F.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 *Tothill Street, London, S.W.*1. (*Tel. Abbey* 6376.)



A model of the British Petroleum Co. Ltd. stand at the British Exhibition, Tokyo, September 17 *to October* 3. *One of the main features of the two-tiered stand at the exhibition will be an animated fountain which continuously circulates* 5,000 *gallons of water. A recorded commentary about the history and present day activities of the BP Group will be relayed to the public in Japanese and English.*

Success stories from British Week in Amsterdam

SALES OF BRITISH CONSUMER GOODS to the Dutch market are moving up as a result of the British Week in Amsterdam staged from May 14 to 23, according to a statement issued by the Export Council for Europe. Some 800 British firms and nearly 1,000 Dutch shops and stores took part in the Week.

While it may be some months before a complete picture of the value of the Week to Britain's overall export drive can be evaluated with official figures broken down by industry, encouraging reports are already reaching individual board rooms from their export sales departments and agents.

The British Week in Amsterdam was the third in the series of massive point-of-sale promotions overseas of British consumer goods organized jointly by the Board of Trade and the Export Council for Europe. The others were : Dusseldorf (May 1964) and Denmark (September 1964). A fourth British Week on similar lines will be held in Milan from October 9 to 17.

Individual reports include:

Chance Bros., glassware manufacturers, who were new to the Netherlands market, did £1,000-worth of business during the Week and repeat orders are coming in.

Corfield-Sigg Ltd., manufacturers of Crown Merton hollow-ware, found additional outlets for their products and are following this up with a direct mail campaign this year in a selected territory.

Church's Shoes opened three new accounts as a result of British Week, including two outside Amsterdam. Cautious about the value of British Week at first, their opinion was changed to 'positively in favour' during its course. Church's are already planning joint promotions in Milan – in the teeth of strong local competition.

Details of the amendments and additions to the classified lists of Trade Fairs and Exhibitions are to be found on page 29.

Ekco Export, who were promoting their plastic containers during British Week, reported that sales of their products in one big Amsterdam store and its branches had increased by 150 per cent following their successful demonstrations in the store during the Week. The increase of 20 per cent in their exports to the Netherlands as a whole they attributed to no small extent to the British Week.

Radiation International reported that they had done particularly well with a new gas fire they were promoting in British Week which, they claimed, was of neater design than the local competition.

Fothergill and Harvey, textile manufacturers, boosted their agents' efforts during the Week by giving a party for buyers in their principal wholesaler's showrooms. Fothergill's' flower patterns were particularly popular among the flower-conscious Dutch and they have already received one £1,000 repeat order since the Week, and expect more. They are already preparing their effort for Milan.

Mary Quant fashions, whose display in Amsterdam was admired by Princess Margaret, report exceptional sales as a result of British Week. Press coverage for their fashions amounted to over 40 full pages in the Dutch papers. Repeat orders, they say, are being telephoned through daily from their outlet in Amsterdam.

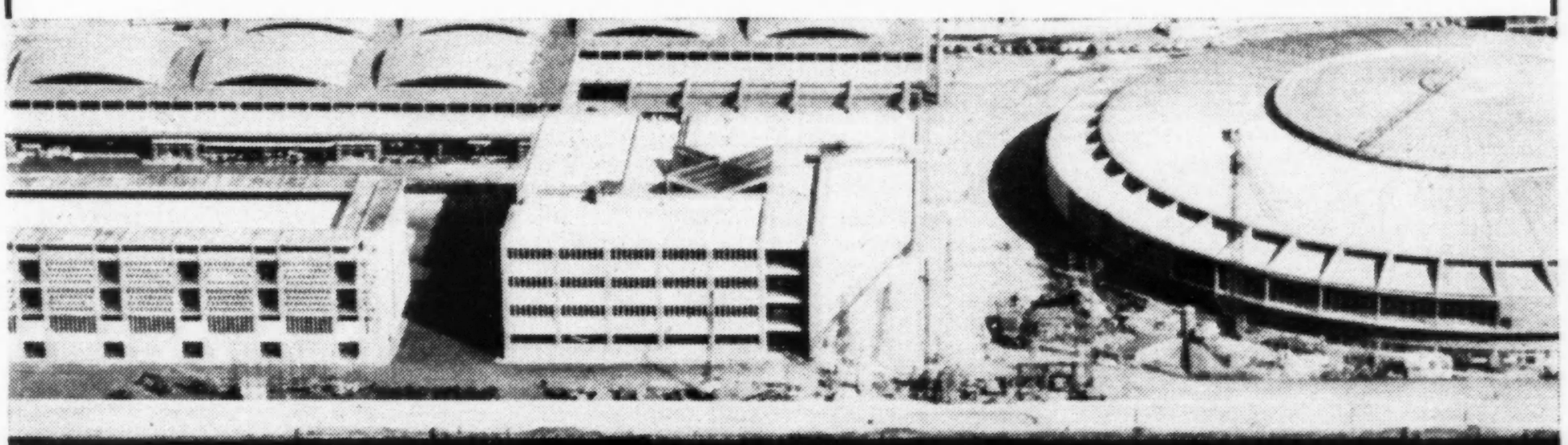
They are now planning to participate in the

(*Continued on page* 28)

'INTERCOM' (OCT 30th - NOV 7th 1965)
2nd International Fair of Communications will feature the latest communications by sea, river, lake, road, rail, air, radio, post and cinema plus sections on new materials, auxiliary equipment & services.

OCTOBER 30th **GENOA** NOVEMBER 7th

BE THERE–SHOW THERE–SELL THERE



2nd International Aeronautical Show will feature aircraft & parts—airport installations & equipment—operational air activity—organisation of air traffic.

Full information can be obtained from:
EXHIBITION & TRADE FAIRS (OVERSEAS) LTD. · 10 CLIFFORD ST. · LONDON W.1 · (REGent 0511)

British Week in Milan, where La Rinascente – the great department store in Piazza Duomo – have a Mary Quant 'shop'.

Burberry's held a very successful fashion show at The Society Shop, Amsterdam, during British Week, and both they and the retailers were well satisfied with the results. They are considering a similar promotion in Milan.

The British Wool Textile Export Corporation, a consistent supporter of British Weeks, widely distributed their swing ticket proclaiming 'Woven in the British Isles' and spent £1,000 on promotions. They plan to spend three times this amount in Milan next October in joint promotions with retailers and agents.

British Menswear Guild attracted such interest in their men's fashions shown in a joint parade with Vogue ladies' fashions in Amsterdam that they are planning their own separate show for Milan. The parade in Amsterdam was backed with displays in five shops, and response was so encouraging that the Guild will co-operate with these retailers again in the autumn in a promotion of British menswear.

Whitbread's 'Britannia Pub' was again a winner. At final 'closing time' after ten days in Amsterdam's Museumplein, overall sales to 400,000 Dutch customers were: 40,000 half pints of draught beer and 150,000 bottles of other beers, including pale ale and stout. This total 'exceeds all expectations', Whitbreads say.

Ercol Furniture Ltd. participation had been part of their overall export promotion of £2,000-£3,000 for 1965, from which an increase of £100,000 was hoped for on their export turnover by the end of this year. Ercol sales at Vroom and Dreesman's large store in Kalverstraat topped £3,500 on the second day of the British Week (Saturday) and went on from there.

Fantasie Foundations Ltd. of Bristol. The general manager reported that the British Week 'has been a most useful exercise and our sales to Holland are larger than last year because of it.'

Penguin Books Ltd. About six bookshops in Amsterdam made effective window displays of Penguin Books and a number of other booksellers featured them strongly. A fairly substantial stock order was received.

Titchmarsh and Goodwin, furniture manufacturer. 'A wonderful display of our products. We were not selling much in Holland before, but our furniture is now on sale or return over there. We hope the Week will have helped us to get a footing.'

K Shoes. 'Our business in Holland is well up this year, and orders since the British Week have continued this trend. We are very pleased with the help the Week has given our business and believe it to have been very worthwhile.'

Shelley Textiles Ltd. 'We have a line in rugs we could not introduce before, but the British Week got it to the notice of the consumer and as a result made retailers willing to accept it. We have had some repeat orders and if the results continue we will go in for a wide publicity campaign in Holland.'

Beaver and Tapley, makers of furniture fitments. 'We had many inquiries through the Ideal Home show house, which were channelled off, and also supplied a shop – one of a group of 30. If all goes well we should achieve a very big breakthrough.'

Lesney Products Ltd. 'Holland cannot get enough of our things; the market is growing fantastically. During the Week we had a good showing in Dutch stores, but it is too early yet to judge particular results.'

Mr. Marcel Bernier (left) of Dominion Stores, one of Canada's largest grocery chains, and Mr. V. F. Kimber, British Trade Commissioner, at a display of British cheeses featured at the Dominion Store in the Place Ville Marie complex in Montreal. The display which lasted for one month, gave prominence to Ilchester cheese aged in Worthington beer and Stilton aged in port wine and came about as a direct result of an inquiry received by the distributors, Gourmet Sales of Montreal at the British Food Section of the Grocery and Supermarket Show held in Montreal earlier this year. This show was separately reported on in the Board of Trade Journal *of May 28, p. 121.*

Photograph courtesy of Dominion Stores Ltd.

Overseas interest in British antiques

ANTIQUES FROM the collections of HM the Queen, HM Queen Elizabeth the Queen Mother, HRH the Duke of Gloucester and HRH Princess Marina Duchess of Kent, were among the exhibits on view at the Antique Dealer's Fair and Exhibition which was opened by HM Queen Elizabeth the Queen Mother in the Great Room of Grosvenor House, London on June 9. This was the Silver Jubilee of the fair, which each year attracts a large number of visitors from overseas countries.

This exhibition is one of London's most attractive shows, and the impression of the collection of art, gold and silver, pottery, furniture and other objets d'art was one of beauty and splendour, ranging from pieces of palace splendour to relatively humble household goods made some 150 years ago.

Most of the articles displayed were for sale – apart from the priceless collection loaned for the exhibition – and connoisseurs, dealers and independent visitors from countries which included the United States, France, Germany, Spain and Italy bargained briskly for some of the objects. In an afternoon spent at the exhibition, which closed on June 24 it was possible to see and admire in congenial surroundings a variety of treasures which each successive year attracts numerous people from overseas and which plays an important part in relation to Britain's trade in antiques.

Antique book fair

TREASURES of the rare book world, ranging from Redoute's three-volume collection of superb coloured flower plates at £9,000 to a miniature book the size of a postage stamp, were displayed at the Eighth Antiquarian Book Fair, at the National Book League in London from June 15 to 19.

Illuminated manuscripts, prints, early illustrated books, fine bindings, maps, autographed letters and children's primers were among the 'collectors pieces' on view and on sale.

Forty-two members of The Antiquarian Booksellers Association from all parts of the country co-operated in this specialized exhibition – counterpart of the Antique Dealers' Fair – which attracted numerous visitors and buyers from home and overseas.

'Hand and Machine'— CoID's second exhibition

'HAND AND MACHINE', the second exhibition on the new floor of the Design Centre, will illustrate the relationship between industrial design and craftsmanship by showing the work of 30 design-craftsmen. The exhibition will be opened on July 13 by the Earl of Drogheda, and will be on public display from July 14-August 30. The exhibition will show how these designers' particular skills in craftsmanship contribute to a high design quality in the final product, whether in the form of prototypes for mass production, or as objects made individually.

'Hand and Machine' will conform to the CoID's policy of devoting the Design Centre's new floor to special exhibitions on a particular design theme. It will follow 'Profit by Design', the current exhibition which closed on June 29, and illustrated the designer's formal method of working with industry and the results of his contribution in terms of direct benefit to the manufacturers concerned.

Mr. Darling to attend ASEE exhibition dinner

ON PAGE 1424 of last week's issue of the *Board of Trade Journal* it was stated that Mr. Douglas Jay, President of the Board of Trade, would be the guest of honour at the Electrical Engineers (ASEE) Exhibition dinner in London in October. The President will now be abroad on that date, and Mr. George Darling, Minister of State (Home) will attend the dinner in his place.

International plastics exhibition at Olympia

OF MORE THAN 700 firms exhibiting at Interplas 65 – the International Plastics Exhibition in Europe – which was opened at Olympia, London, by Mr. George Brown, First Secretary of State, and Secretary of State for Economic Affairs, on June 16, nearly 200 came from some 20 overseas countries. This was reported to be 'by far the largest number of foreign exhibitors ever recorded at Interplas.'

Overseas countries taking part included: Germany with 63 exhibitors, Italy (41), France (20) and Switzerland (14). Denmark and the United States each had 6, Holland and Japan 4, Sweden 3, Austria and Portugal 2, and Belgium, Greece, India and Monaco one each. Exhibits displayed by these countries were in all sections of the exhibition, ranging from raw materials, machinery and equipment to semi-finished and finished products of every description.

At the exhibition which was sponsored by 'British Plastics' and 'International Plastics Engineering' in co-operation with the British Plastics Federation, and organized by Iliffe Exhibitions Ltd., one of the features was the international design display which enabled thousands of visitors to the show to see the world's best products, made principally of plastics, for use in home or office.

Products displayed and demonstrated, included the latest plastics machinery, materials and products, which provided a detailed picture of the world's progress in all aspects of the industry.

A child's chair moulded in polythene was selected as the best product in the Design Display. The designer of the chair, Marco Zanusco, will receive the Interplas Design Trophy at an official presentation in London later this year. Manufacturers are Kartell-Binasco of Milan, Italy.

Products in this display were judged by an international panel of designers: Mme. D. des Cressonnieres, Belgium; Professor Tomas Maldonado, Germany; and Mr. David Mellor, of the United Kingdom. Mr. Paul Reilly, director of the Council of Industrial Design, London, was chairman.

The panel felt that only three countries – Germany, Italy and Great Britain – did full justice to themselves in their pre-selection. Great Britain was commended for the entry – 'Vecta' camera designed by Kenneth Grange and made by Kodak Ltd.

Representatives of Mexico's plastics industry visiting Interplas, are seen here at the stand of British Industrial Plastics Ltd. (a Turner & Newall company) whose associated company, Materiales Moldeables, S.A., near Mexico City, produces moulding materials. Left to right: Mr. H. J. Comley, executive director of Materiales Moldeables; Senor Emilio Suberbie, Tapones Plastics, Mexico; Mr. S. Gibbs, managing director, B.I.P.; Senor Reyes Retana, executive vice-president of Anipac – Mexico's plastics federation; and Dr. W. Blakey, chairman of the board of B.I.P.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
Outside Europe . .	*This issue*	*Oct.* 1
Europe	*June* 4	*Sept.* 3
United Kingdom . .	*May* 7	*Aug.* 6

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

*The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.*1. *(Tel. Abbey* 7877, *Ext.* 3557, *Germany and Scandinavia*: 2783, *France, Italy, Benelux, Switzerland, Austria, Finland, Irish Republic, Greece, Turkey and Middle East*: 3558, *United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*

* *indicates event which is held annually at approximately the time stated.*
† *indicates event which is held alternate years at approximately the time stated.*

Additions to Classified Lists

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on June 4 and May 7 respectively.

EUROPE
Additions

NAXXAR: TRADE FAIR – July 1-15, 1965.
* Apply, General Retailers Union, 87 Old Mint Street, Valletta.

INNSBRUCK: EXPORTS AND SAMPLES FAIR – September 25-October 3, 1965.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel.: Knightsbridge 6938).

GENOA: INTERNATIONAL BOAT SHOW, CARAVAN AND CAMPING EXHIBITION – February 5-15, 1966.
* Apply, Exhibitions and Trade Fairs Ltd., 10 Clifford Street, London, W.1. (Tel.: Regent 0511).

BRUSSELS: INTERNATIONAL GARDEN SHOW – February 25-March 6, 1966.
* Apply, 'The Garden' Information Centre, 14 Rue Duquesnoy, Brussels 1. (Tel.: 12.21.87/13:11:93).

GENEVA: INTERNATIONAL MOTOR EXHIBITION – March 10-20, 1966.
* Apply, Salon International de l'Automobile, 5 rue Jacques-Balmat, Geneva.

LYONS: INTERNATIONAL EXHIBITION OF IRONMONGERY, TOOLS, HOUSEHOLD EQUIPMENT AND HEATING – April 1-4, 1966.
* Apply, Exhibitions and Trade Fairs Ltd., 10 Clifford Street, London, W.1. (Tel.: Regent 0511).

PARIS: INTERNATIONAL FUR TRADE EXHIBITION – April 14-18, 1966.
* Apply, M. Lebel, 36 Avenue de l'Opera, Paris, 2.

NANCY: INTERNATIONAL TRADE FAIR – June 2-13, 1966.
* Apply, M. Deiber, 7 rue des Dominicains, Nancy.

LYONS: FURNITURE FAIR (MEUROPAM) – October 1-4, 1966.
* Apply, Robert Brandon and Partners Ltd., 10 Clifford Street, London, W.1. (Tel.: Regent 0511).

UNITED KINGDOM
Additions

GLASGOW: NATIONAL DOMESTIC HEATING AND INSULATION-IN-THE-HOME EXHIBITION – September 7-11, 1965. At McLellan Galleries.
* Apply, Clarke and Rhodes Ltd., 11/13 Bridge Street West, Manchester 3. (Tel.: Blackfriars 6182).

MANCHESTER: NATIONAL DOMESTIC HEATING AND INSULATION-IN-THE-HOME EXHIBITION – September 14-18, 1965. At Free Trade Hall.
* Apply, Clarke and Rhodes Ltd., 11/13 Bridge Street West, Manchester 3. (Tel.: Blackfriars 6182).

MANCHESTER: CONFECTIONERY TRADES EXHIBITION – March 28-April 1, 1966. At Belle Vue.
Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel.: Regent 0855).

'TRADE FAIRS HELP EXPORTS'—BOOKLET

*A new edition – the sixth – of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade regional office or from Trade Fairs Publicity Section, Information Division, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.*1. *Tel. Abbey* 7877. *Ext.* 2765. (*Ref. GD* 5891/*G*).

Trade fairs and exhibitions outside Europe

* Indicates event which is held annually at approximately the time stated.
† Indicates event which is held alternate years at approximately the time stated.

1965 : General

TORONTO: CANADIAN NATIONAL EXHIBITION – August 19-September 5. At Exhibition Park.
* Apply, Canadian National Exhibition Representative, Columbia House, 3, Lower Regent Street, London, S.W.1. (Tel. Whitehall 2794).

IZMIR: INTERNATIONAL TRADE FAIR – August 20-September 20.
* Apply, Brigadier R. B. W. Bethell, British Chamber of Commerce of Turkey (Inc.), 69 Cannon Street, London, E.C.4. (Tel. City 4444).

DAMASCUS: INTERNATIONAL FAIR – August 25-September 20.
Apply, International Fair of Damascus, 67 Boulevard Baghdad, Damascus.

ALGIERS: INTERNATIONAL TRADE FAIR – September 4-19.
* Apply, Chambre de Commerce et d'Industrie d'Alger, Palais Consulaire, 6 Boulevard Anatole France, Algiers.

TOKYO: BRITISH EXHIBITION, – September 17-October 3.
Apply, British Overseas Fairs Ltd., 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

SYDNEY: INTERNATIONAL TRADE FAIR – October 19-30. At the Royal Agricultural Society's Showground.
† Apply, U.K. Agents, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LIMA PACIFIC INTERNATIONAL TRADE FAIR – October 30-November 14·
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

1965 : Specialized

Aircraft

LOS ANGELES: NATIONAL BUSINESS AIRCRAFT ASSOCIATION CONVENTION AND EXHIBITION – October 12-14.
Apply, National Business Aircraft Association Inc., 344 Pennysylvania Building, Washington 4, D.C.

Automation

LOS ANGELES: 20TH INTERNATIONAL INSTRUMENT-AUTOMATION CONFERENCE AND EXHIBITION – October 4-7. At Los Angeles Sports Arena.
* Apply, Mr. W. H. Kushnick, Penn Sheraton, 530, William Penn Place, Pittsburgh 19.

Boats

CHICAGO: MARINE TRADES EXHIBITION AND CONFERENCE – October 7-10.
* Apply, Outboard Boating Club of America, 307 North Michigan Avenue, Chicago 1, Illinois.

Building

CHICAGO: NATIONAL ASSOCIATION OF HOME BUILDERS' 22ND ANNUAL CONVENTION AND EXPOSITION – December 5-9.
* Apply, National Association of Home Builders, 1625 L Street, N.W. Washington, D.C.

Chemical

NEW YORK: CHEMICAL INDUSTRIES EXHIBITION – November 29-December 3.
† Apply, International Exposition Company, 480 Lexington Avenue, New York 17.

Electrical, radio, television, electronics

SAN FRANCISCO: WESTERN ELECTRONICS SHOW AND CONVENTION – August 24-27. At Cow Palace.
* Apply, Mr. Don Larson, 3600, Wilshire Boulevard, Los Angeles 35.

CHICAGO: NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – October 25-27.
* Apply, National Electronics Conference Inc., 228N, La Salle Street, Chicago, Illinois.

Engineering, machinery, machine tools

SYDNEY: INTERNATIONAL MACHINE TOOL EXHIBITION – July 19-31. At the Showground.
Apply, The Machinery Merchants Division, Sydney Chamber of Commerce, 161. Clarence Street, Sydney, New South Wales, Australia.

MELBOURNE: 7TH BIENNIAL MELBOURNE ENGINEERING INDUSTRIAL AND MACHINE TOOLS EXHIBITION – August 9-14. At Exhibition Buildings.
† Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19, New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

CHICAGO: THIRD INTERNATIONAL MACHINERY SHOW – September 21-29. At Coliseum.
Apply, Third International Machinery Show c/o A. Byron Perkins & Associates Inc., 3935 North Mission Road, Los Angeles, California.

CHICAGO: PRODUCTION ENGINEERING SHOW – September 21-October 1.
* Apply, Clapp & Poliak Inc. 341, Madison Avenue, New York 17, N.Y.

ATLANTIC CITY: INTERNATIONAL TEXTILE MACHINERY EXHIBITION – September 26-October 2.
Apply, American Textile Machinery Association P.O. Box 96 Vienna, Virginia.

MIAMI BEACH: NATIONAL CONVENTION AND EXHIBITION OF AUTOMATIC MERCHANDISING – October 16-19.
* Apply, National Automatic Merchandising Association, 7 South Dearborn Street, Chicago 3, Illinois.

DETROIT: AMERICAN SOCIETY FOR METALS EXPOSITION – October 18-22.
* Apply, Mr. W. J. Hilty, Exposition Manager, Metals Park, Ohio.

CHICAGO: PACKAGING MACHINERY SHOW – November 2-5.
† Apply, International Exposition Company, 480, Lexington Avenue, New York 17.

Fancy goods, gifts, toys, hobbies

LOS ANGELES: GIFT SHOW – July 25-30.
* Apply, Trades Shows Ltd., 3510 Council Street, Los Angeles 4, California.

NEW YORK: GIFT SHOW – August 15-20.
* Apply, Little Brothers Shows Inc., 220 Fifth Avenue, New York 1, N.Y.

MONTREAL: GIFT SHOW – August 23-26.
* Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

TORONTO: GIFT SHOW – September 20-23.
* Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto, Ontario.

Homes, household goods and hardware

CHICAGO: NATIONAL HOUSEWARES EXHIBITION – July 12-16.
* At McCormick Place. Apply, National Housewares Manufactures Association, Merchandise Mart, Chicago, Illinois 60654.

NEW YORK: NATIONAL HARDWARE SHOW – September 20-24.
* Apply, Charles Snitow Show Management, 331 Madison Avenue, New York 17, N.Y

Hotel, restaurant, catering and foodstuffs

LOS ANGELES: PACIFIC FINE FOODS FAIR – July 18-21.
* Apply, Industrial Displays Inc., 440 West Los Feliz Boulevard, Glendale 4, California.

NEW YORK: NATIONAL FANCY FOOD AND CONFECTION SHOW – August 15-18.
* Apply, Charles Snitow Organisation Inc., 331 Madison Avenue, New York 17.

SAN FRANCISCO: WEST NATIONAL RESTAURANT SHOW AND CONVENTION – September 19-22.
Apply, National Restaurant Association, 1530 North Lake Shore Drive, Chicago 10, Illinois.

NEW YORK: NATIONAL HOTEL EXPOSITION – November 8-11.
* Apply, National Hotel Exposition, 141, West 51st Street, New York City.

Leather, footwear

CHICAGO: NATIONAL SHOE FAIR – October 10-13.
* Apply, National Shoe Manufacturers Association, Hotel New Yorker, Room 1929, 8th Avenue at 34th Street, New York City, N.Y.1.

NEW YORK: NATIONAL SHOE FAIR – November 13-18.
* Apply, National Shoe Manufacturers Association, Hotel New Yorker, Room 1929, 8th Avenue at 34th Street, New York City, N.Y.1.

Medical

TORONTO: ANNUAL CONVENTION AND EXHIBITION OF THE ONTARIO HOSPITAL ASSOCIATION – October 24-26.
* Apply, Director of Public Relations, Ontario Hospital Association, 24 Ferrand Drive, Don Mills, Toronto, Ontario.

Motor transport

LOS ANGELES: INTERNATIONAL AUTOMOBILE SHOW – October 22-31.
* Apply, Los Angeles Motor Car Dealers Association, 1801 Avenue of The Stars, Los Angeles, 67 California.

Office equipment and business efficiency

NEW YORK: BUSINESS EQUIPMENT EXHIBITION – October 25-29.
* Apply, Business Equipment Manufacturers Association, 235 E. 42nd. Street, New York N.Y.

MONTREAL: NATIONAL BUSINESS SHOW – October 26-28.
* Apply, Canadian National Business Show, 1819 Yonge Street, Toronto 7.

Stationery

CHICAGO: NATIONAL STATIONERY AND OFFICE EQUIPMENT EXHIBITION – September 18-22.
* Apply, National Stationery & Office Equipment Association, 740, Investment Building, Washington 5, D.C.

1966: General

MELBOURNE: INTERNATIONAL TRADE FAIR – March 2-19.
Apply, U.K. Agents – William Coward & Co. Ltd., 3, St. James's Square, London, S.W.1. (Tel.: Whitehall 5532).

KARACHI: PAKISTAN INTERNATIONAL FAIR – March 5-April 15.
Apply, Export and Promotion Bureau, Government of Pakistan, Karachi, West Pakistan.

OSAKA: OSAKA INTERNATIONAL TRADE FAIR – April 9-29.
† Apply, Osaka International Trade Fair Commission, Honmachibashi, Higashi-ku, Osaka, Japan.

SAN FRANCISCO: U.S. WORLD TRADE FAIR – May 12-22. At the Civic Auditorium, Brook Hall.
Apply, Agran Displays Limited, 15 Trinity Square, London, E.C.3. (Tel. Royal 6666).

TEL AVIV: INTERNATIONAL TRADE FAIR – June 14-July 6.
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel.: No. Chancery 9011).

BOGOTA: SIXTH INTERNATIONAL TRADE FAIR – September 1-20.
Apply, Corporacion De Ferias Y Exposiciones S.A. Bogota DE Colombia.

BANGKOK: ASIAN TRADE FAIR (ECAFE) – November 17-December 10.
Apply, Department of Economic Relations, Ministry of Economic Affairs, Bangkok.

1966: Specialized

Agricultural, Fishing, Dairy

TORONTO: CANADA FARM AND INDUSTRIAL EQUIPMENT TRADE SHOW – January 26-29.
* Apply, Canada Farm and Industrial Equipment Trade Show, 4881, Yonge Street, Willowdale, Ontario.

Boats

NEW YORK: NATIONAL MOTOR BOAT SHOW – January 12-23.
* Apply, National Association of Engine and Boat Manufacturers Inc., 420 Lexington Avenue, New York 17, N.Y.

BALTIMORE, MARYLAND: CHESAPEAKE BAY BOAT SHOW – February 3-8.
* Apply, Chesapeake Bay Boat Show, 1006 Cathedral Street, Baltimore 1, Maryland.

TORONTO: CANADIAN BOAT SHOW – February 4-12.
* Apply, Canadian Boat Show, Canadian National Sportsmen's Show, 85 King Street East, Toronto 1.

MIAMI: INTERNATIONAL BOAT SHOW – February 18-23.
* Apply, Miami International Boat Show Inc., 1333 South Miami Avenue, Miami, Florida.

LOS ANGELES: SOUTHERN CALIFORNIA BOAT SHOW – February 18-27. At Pan Pacific Auditorium.
* Apply, Southern California Marine Association Inc., 630 South Kenmore Avenue, Los Angeles 5, California.

CHICAGO: NATIONAL BOAT, TRAVEL AND OUTDOORS SHOW – March 5-13.
* Apply, The Outboard Boating Club of America, 307 North Michigan Avenue, Chicago 1, Illinois.

Building

TORONTO: CONSTRUCTION AND PUBLIC WORKS SHOW – December 5-8. At Exhibition Park.
† Apply, Mr. L Haines, Industrial and Trade Shows of Canada, 481, University Avenue, Toronto 2, Canada.

Electrical, radio, television, electronics

NEW YORK: INTERNATIONAL ELECTRICAL AND ELECTRONICS ENGINEERS CONVENTION – March 21-24.
* Apply, Mr. W. Copp, Dept. 72, W. 45th Street, New York N.Y.

Engineering, machinery, machine tools

LOUISVILLE: 14TH NATIONAL AIR CONDITIONING, HEATING AND REFRIGERATION EXPOSITION – January 31 – February 3.
Apply, Air Conditioning and Refrigeration Institute, 1815, North Fort Myer Drive, Arlington, Virginia.

LOS ANGELES: WESTERN METAL AND TOOL EXPOSITION – March 7-11.
At the Great Western Exhibit Centre.
Apply, American Society for Metals, Metals Park, Ohio.

CLEVELAND: 17TH NATIONAL PLANT ENGINEERING AND MAINTENANCE SHOW – March 21-24. At Public Auditorium.
* Apply, UK Agents: Exhibition Consultants Limited, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

TORONTO: MINING AND METALLURGY SHOW – May 2-5.
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Ontario.

CHICAGO: DESIGN ENGINEERING SHOW – May 9-12.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

CLEVELAND: FOUNDRY CONGRESS AND CASTINGS EXHIBITION – May 9-13.
At Public Auditorium. Apply, The American Foundrymen's Society, Golf and Wolf Road, Des Plaines, Illinois.

SYDNEY: INTERNATIONAL ENGINEERING AND INDUSTRIAL EXHIBITION – August 15-19. At the R.A.S. Showground.
† Apply, Industrial Public Relations Services Pty. Ltd., Sydney, N.S.W.

OSAKA: 3RD JAPAN INTERNATIONAL MACHINE TOOL FAIR (JIMTOF) – October 15-26.
† Apply, Osaka International Trade Fair Commission, Honmachibashi Higashi-ku, Osaka, Japan.

CLEVELAND: FOURTH NATIONAL DIE CASTING EXPOSITION AND CONGRESS - November 14-17.
† Apply, Mr. John L. MacLaren, Society of Die Casting Engineers, 19382 James Couzens Highway, Detroit, Michigan.

Fancy Goods, Gifts, Toys, Hobbies

LOS ANGELES: GIFT SHOW – January 21-28.
* Apply, Trade Shows Ltd., 3510, Council Street, Los Angeles 4, California.

CHICAGO: HOBBY INDUSTRY TRADE SHOW – January 30-February 3.
* Apply, Mr. W. L. MacMillan, Hobby Industries Association, 200 Fifth Avenue, New York 10, N.Y.

TORONTO: GIFT SHOW – February 21-24.
* Apply, National Gift Shows, Seccombe House, 443, Mount Pleasant Road, Toronto, Ontario.

TORONTO: GIFT SHOW – September 26-29.
* Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto, Ontario.

Homes, Household Goods and Hardware

ATLANTIC CITY: CHINA AND GLASS SHOW – January 3-7.
* Apply, Little Brothers Shows Inc., 220, Fifth Avenue, New York 1, New York.

CHICAGO: NATIONAL HOUSEWARES EXHIBITION – January 10-14.
* Apply, National Housewares Manufacturers' Association, 1130, Merchandise Mart, Chicago, Illinois.

TORONTO: CANADIAN HARDWARE SHOW – February 7-10.
* Apply, Canadian Retail Hardware Association, 290 Merton Street, Toronto 7, Ontario.

Hotel, restaurant, catering and foodstuffs

TORONTO: CANADIAN RESTAURANT CONVENTION AND EXHIBITION – March 21-24.
* Apply, Canadian Restaurant Association, 60 Avenue Road, Toronto 5, Ontario.

CHICAGO: NATIONAL RESTAURANT CONVENTION AND EXHIBITION – May 23-26.
* Apply, National Restaurant Association, 1530 North Lake Shore Drive, Chicago, Illinois.

WASHINGTON D.C.: NATIONAL CONFECTIONERS ASSOCIATION EXHIBITION – June 12-15. At Washington Hilton.
* Apply, National Confectioners Association, 36 South Wabash Avenue, Chicago, Illinois.

Motor Transport

CHICAGO: 39TH ANNUAL NATIONAL AUTO ACCESSORIES EXPOSITION – January 24-27.
* At McCormick Place. Apply, Automotive Accessories Manufacturers of America, 1, Bala Avenue. Bala Cynwycd. Pa.

PERTH: MOTOR SHOW – February 3-9.
* Apply, Chamber of Automotive Industries. 1111 Hay Street, West Perth, Western Australia.

MONTREAL: BRITISH MOTOR SHOW – March 31-April 3.
* Apply, British Motor Show, c/o Cook Toledo Motors. Montreal P.Q.

Packaging

NEW YORK: NATIONAL PACKAGING EXPOSITION – April 25-28. At New York Coliseum.
* Apply, Clapp and Poliak Inc., 341 Madison Avenue, New York, N.Y. 10017.

TORONTO: CANADIAN NATIONAL PACKAGING EXPOSITION – November 1-3.
† Apply, Packaging Association of Canada, 25 Merton Street, Toronto 7 Ontario.

Plastics

TORONTO: PLASTICS SHOW OF CANADA – May 2-5. At Exhibition Park.
† Apply, Mr. J. Neil, Industrial and Trade Shows of Canada, 481, University Avenue, Toronto 2, Canada.

NEW YORK: NATIONAL PLASTICS EXHIBITION – June 6-10.
Apply, The Society of The Plastics Industry Inc., 250, Park Avenue, New York 17, N.Y.

Sports

CHICAGO: NATIONAL SPORTING GOODS SHOW – January 30 – February 3.
* At McCormick Place and Palmer House Hotel. Apply, The Secretary, National Sporting Goods Association, 23, East Jackson Boulevard, Chicago, Illinois.

TORONTO: CANADIAN NATIONAL SPORTSMEN'S SHOW – March 11-19.
* Apply, Toronto Anglers' and Hunters' Association, 85, King Street East, Toronto, Ontario.

Textiles

GREENVILLE: SOUTHERN TEXTILE EXPOSITION – October 17-21. At Textile Hall.
* Apply, Southern Textile Exposition, Textile Hall, P.O. Box 5823, Station B, Greenville S.C.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m. Monday to Friday.

Overseas Trade and Exports

ESRO as an opportunity for British manufacturers

THE EUROPEAN SPACE RESEARCH ORGANIZATION was brought into being in March 1964 with an eight-year programme for space experiments using sounding rockets and satellites.

A total of ten European Member States are involved, each contributing to the Organization's finance in proportion to its GNP; Britain's share is at present 25 per cent. ESRO's anticipated expenditure will be about £110 million over the first eight years. Some 50 per cent of this expenditure is expected to be extramural and, as each Member State will hope to obtain a *pro rata* share of all ESRO contracts, the possible British share represents a considerable sum of money which British industry can hardly afford to ignore.

The Organization's main objective is purely scientific, although a valuable stimulus to technology is recognized. It will not use its resources to construct launching vehicles (sounding rockets or satellite launching rockets) or for the development of telecommunications satellites. Nor does it envisage putting manned satellites into orbit.

Whilst the aims of ESRO are the furtherance of space science, their part in the achievement of this will be almost wholly technological. Thus independent scientific groups at Universities and research institutions in Europe generate the scientific requirements and furnish the scientific equipment to be carried in the rockets and satellites; while provision of the vehicles, the launching facilities, etc., are the responsibility of the Organization. Much of this work will be carried out at the European Space Technology Centre (ESTeC), in Holland, temporarily at Delft but later to be at Noordwijk. In addition, ESRO is equipping a rocket range at Kiruna in Northern Sweden, a data centre at Darmstadt, four telemetry stations from Spitzbergen to the South Atlantic, and a laboratory in Italy. There will be contracts for equipment for each of these establishments.

It is in the technological and engineering field that ESRO will rely largely on industrial contracts ranging from design studies for satellites, manufacture of satellites, design and manufacture of sounding rocket payloads, to the design and manufacture of environmental test equipment. Spacecraft development presents ever increasingly complex problems by reason of the novelty of the environment in which spacecraft must operate. Developments needed in particular fields of technology have resulted in the development of materials and techniques of value beyond the initial specific requirements.

Particular examples of the likely impact of spacecraft development can be seen from some of the basic problems of the operating environment. This consists mainly of a high vacuum with heating of the spacecraft on the surface facing the sun, and radiation from the spacecraft to the very low temperature of outer space. In addition, equipment in the spacecraft must withstand the high acceleration of launch and thereafter must operate reliably in a weightless condition. Many new technological problems are posed by this environment, e.g. surface coatings for spacecraft must be developed with the correct absorptivity for sunlight and emissivity at the spacecraft temperature. Such coatings must not deteroriate under the environmental conditions. Lubricants for mechanical bearings must operate *in vacuo*, and study of these must proceed in parallel with a better understanding of rubbing solids in a high vacuum.

Weight and space are also at a high premium, since one kilogram of spacecraft may require a hundred or more kilograms of rocket to launch it. In the electronic field there is the obvious incentive to use solid state circuits, not only for reduction in size and weight, but also for increased reliability. Storage of information is required in a compact, high capacity form. Developments in this field have already had repercussions beyond the requirements of space science.

Generation and storage of electrical energy requires new methods and techniques for spacecraft. Such work could lead to improved methods of generation and better techniques than are at present available.

Many spacecraft need to be stabilized, and methods of control are likely to be of some novelty compared with the techniques used, for example, in missiles. Control techniques used in missiles have spread into the field of automation, and it is possible that new techniques employed for spacecraft will find other applications.

Also a spacecraft must operate reliably for many months or years with no maintenance, and no repairs. The development of suitable components is likely to have a far-reaching effect throughout the whole of technology.

The study of these and related technological problems, the development of inventions originating from such studies, the building of prototypes and the construction of spacecraft and equipment resulting from such development will give rise to a variety of contracts.

ESRO are planning to put out to contract the assembly of a large proportion of all their sounding rocket payloads, the total value of which will be several million pounds over the next seven years. This type of contract involves in each case the integration of a number of scientific experiments within a coherent structure, including the building and testing of the assembly and its interface. The responsibility for the design and construction of the scientific instruments is that of the experimenters who in many cases put the development and construction out to contract. Such work will involve not only light electro mechanical engineering, but also a wide range of applied sciences, the experience of which could be beneficial to participating firms.

Telemetry is a particular field in which there will be a number of contracts ranging from the supply of such items as commutators to the supply of complete systems.

High vacuum chambers will be required in a number of sizes and degrees of complexity ranging from small simple chambers to the large Space Environmental Simulator (SES) complete with solar radiation heating effects. The SES will doubtless be the subject of a design study contract in the first instance.

Computers, both analogue and digital types, are required. In both cases - delivery, extendibility and interchangeability are prime features of ESRO's requirements.

With regard to complete satellite spacecraft, one British firm has already secured the contract for ESRO II, the first ESRO satellite. The contract for the second satellite, ESRO I has recently been awarded to a Continental firm.

A large astronomical satellite (or orbiting observatory) has already been the subject of a design study in the United Kingdom and invitations to tender for the manufacturing contract may be expected within a year.

There will be many opportunities for British industry to compete for ESRO contracts.

Reference to some contracts which may reach tender action this year appears under the heading 'European Countries' on page 37. Further detailed information may be obtained from either the Science Research Council at State House, High Holborn, London, W.C.1, or the European Space Research Organization at 36, La Perouse, Paris 16e.

TRADE AND FINANCIAL ARRANGEMENTS

Poland and Israel

IT WAS recently announced in the Polish Press that an additional protocol to the 1954 Trade and Payments Agreement between Poland and Israel was signed in Warsaw on June 7 covering the period from October 1, 1965, to September 30, 1966.

Under the terms of the protocol Polish exports to Israel will include machines, tools, chemicals, glass, china, textiles, paper, furniture, household articles, industrial consumer goods and certain agricultural and foodstuffs products.

In return Israel's exports to Poland will include potassium salts, wool, citrus fruits and chemicals. Detailed information is not available. All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3463), quoting reference CRE 1090G.

Tunisia and Ethiopia

THE TUNISIAN *Journal Officiel* of June 1-4 announced the renewal, for a further year from June 26, of the trade agreement of 1960 between Tunisia and Ethiopia. Quotas under the agreement remain unchanged from the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4.

Cash on Delivery service to Colombia

THE General Post Office announce that the Cash on Delivery service for parcels sent to the Republic of Colombia is temporarily withdrawn.

Parcel mails to and from the Irish Republic

THE TRANSPORT strike in the Irish Republic has been settled and the parcel post service was resumed on June 25.

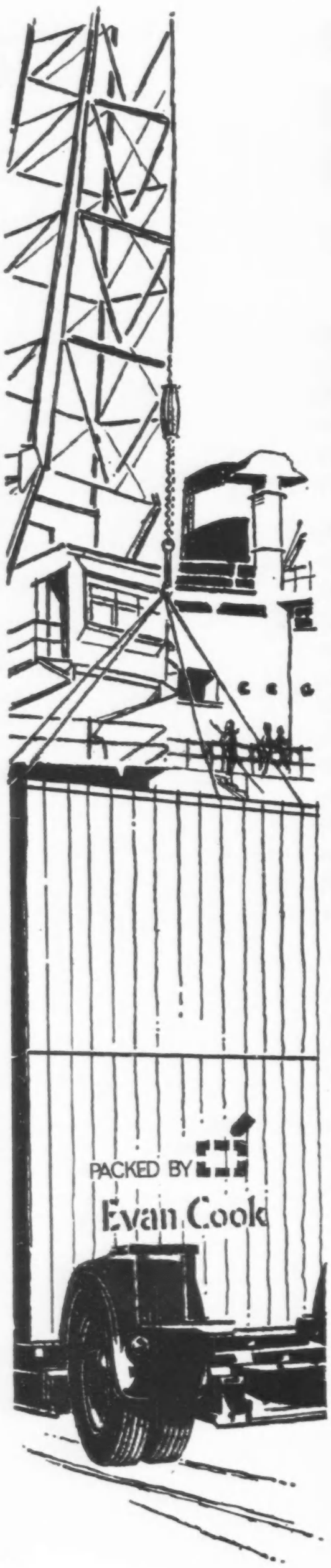
THE BRITISH BANK
OF THE MIDDLE EAST
Incorporated by Royal Charter 1889
HEAD OFFICE: 7 KING WILLIAM STREET, E.C.4
Mansion House 2643 (6 lines)
CAPITAL AND PUBLISHED RESERVES £5,500,000
Deposits £111,000,000
A member of The Hongkong Bank Group
CHAIRMAN: Sir Michael Turner, C.B.E.
DEPUTY CHAIRMAN: Sir Geoffrey Eley, C.B.E.
GENERAL MANAGER: C. F. Warr, O.B.E.
BRANCHES
ADEN · INDIA · JORDAN · LEBANON · LIBYA · MOROCCO
SAUDI ARABIA · TUNISIA · ABU DHABI · BAHRAIN · DUBAI
KUWAIT · MUSCAT · QATAR · RAS AL KHAIMAH · SHARJAH
ASSOCIATED BANK IN IRAN—
THE BANK OF IRAN AND THE MIDDLE EAST
Capital Rials 250,000,000 (£1,200,000)

What's peculiar about a Kakapo?

—its peculiarity to New Zealand! A once-prolific ground parrot that frequented forest areas, the KAKAPO has been so consistently preyed upon by imported animals that it is now unhappily very rare. We know this because we are the National Bank of New Zealand. As such we have nearly 200 branches and agencies through which we provide a complete banking service in the North and South Islands. And in providing it we have gained over the years an expert knowledge of many subjects that extends far beyond the scope of banking. Any of it is yours for the asking, if you're thinking of doing business with New Zealand. So when you want to find out more about our country—

ask
The National Bank
OF NEW ZEALAND LIMITED
Established 1872
HEAD OFFICE: 8 MOORGATE, LONDON EC2
Telephone: MONARCH 8311
Nearly 200 branches and agencies throughout New Zealand

Evan Cook help exporters get REPEAT orders!



Repeat orders begin when your first shipment arrives in perfect condition and on time.

Evan Cook pack and transport all manner of things—from delicate electronics to massive machines. Some they pack for export and some they carry in their own International Road Ferry—all over Europe, direct from your factory to your customers.

Their documentation service covers shipping, customs formalities and insurance.

Call in Evan Cook today—for repeat orders tomorrow.

Evan Cook

Queens Road
Peckham
LONDON SE15
NEW CROSS 0224

Depots at Liverpool, Birmingham, Rotterdam

Where in the world are you freighting?

Send it by SAS—anywhere in the world—and you can save time, cut costs. SAS Sky-Freighter Service speeds your cargo to:—

Aalborg	Bergen	Entebbe	Lisbon	Munich	S. Stromfjord
Aarhus	Billund	Frankfurt	Los Angeles	Nairobi	Stavanger
Abadan	Bodo	Geneva	Lulea	New York	Stockholm
Alta	Brussels	Gothenburg	Madrid	Nice	Stuttgart
Amsterdam	Buenos Aires	Hamburg	Malaga	Norrkoping	Teheran
Anchorage	Cairo	Helsinki	Mallorca	Oslo	Tel Aviv
Andenes	Calcutta	Istanbul	Malmo	Paris	Tokyo
Athens	Chicago	Johannesburg	Manila	Prague	Tromso
Banak	Cologne	Karachi	Milan	Rio de Janeiro	Trondheim
Bangkok	Copenhagen	Khartoum	Monrovia	Rome	Turku-Abo
Barcelona	Damascus	Kirkenes	Montevideo	Ronne	Vienna
Bardufoss	Dubrovnik	Kiruna	Montreal	Santiago	Warsaw
Beirut	Dusseldorf	Kristiansand	Moscow	Sao Paulo	Zurich

SEND IT BY

SAS

SKY-FREIGHTER SERVICE

Call your SAS authorised agent or London Regent 0242, Bristol 292139, Birmingham Central 8806, Newcastle 21544, Manchester Deansgate 8431, Glasgow City 5832.

SAS—FIRST OVER THE POLE

SCANDINAVIAN AIRLINES SYSTEM

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

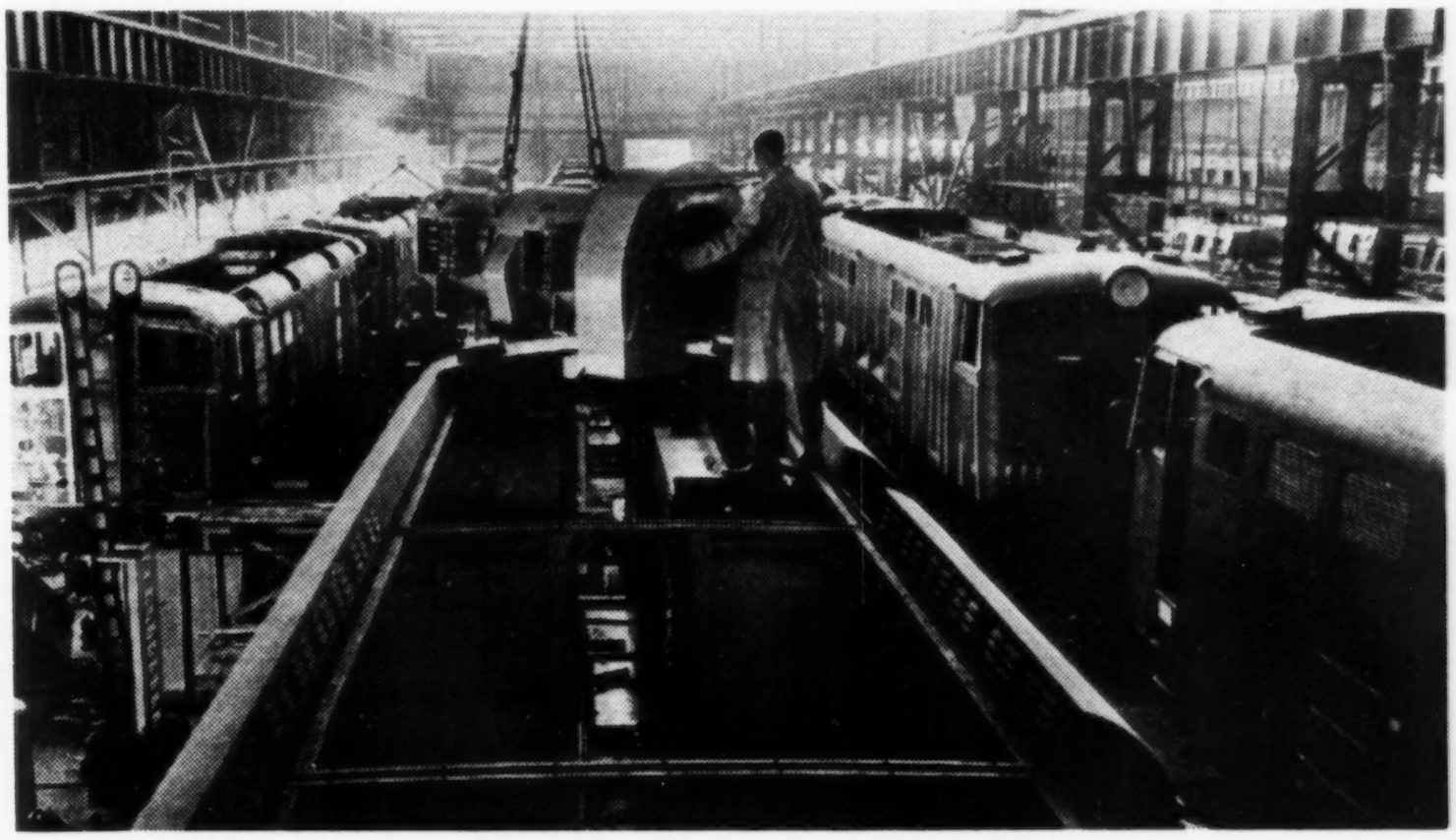
The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Export Service Bulletin in which published.



The first electric locomotive motor generator sets to be made in South Africa are being built at the Benoni Works of The English Electric Company of South Africa (Pty.) Ltd. In this photograph one of these sets is shown being lowered into a 2,200 h.p. class 5E1 electric locomotive under construction for South African Railways at the Nigel Works of Union Carriage and Wagon. Electrical equipment for 200 class 5E1 locomotives and 267 multiple unit coaches for South African Railways is being supplied jointly by Associated Electrical Industries Ltd. and English Electric from factories in Britain and South Africa.

AUSTRALIA

(126/65) Cable for Cairn Regional Electricity Board. July 14. E.S.B. 22902/65.*

(121/65) Constructional Project for State Electricity Commission. August 18. E.S.B. 21571/65.*

(126/65) Meter Testing Equipment for Mackay Regional Electricity Board. July 14. E.S.B. 22905/65.*

Postmaster General's Department:

(124/65) Switchboard Keys. July 29. E.S.B. 22383/65.*

(123/65) Tools. (Further Information.) Tender documents now available. E.S.B. 20420/65.*

BRAZIL

Central Electrica de Furnas S.A. (FURNAS):

(123/65) Travelling Cranes. August 9. E.S.B. 22381/65.

(123/65) Penstocks. July 26. E.S.B. 22382/65.

BURMA

(122/65) Generating Sets for Director of Procurement, Defence Department. July 20. E.S.B. 22188/65.*

(122/65) Heavy Vehicles for Port of Rangoon. August 28. E.S.B. 22173/65.

(122/65) Refrigerators and Spares for Ministry of Defence. July 15. E.S.B. 22160/65.*

(121/65) Trucks for Union of Burma Railway Board. July 28. E.S.B. 22111/65.*

(121/65) Switchgear for Electrical Stores Corporation Line, Rangoon. July 23. E.S.B. 22178/65.*

Peoples Stores Corporation:

(121/65) Pipes and Fittings. July 16. E.S.B. 22176/65.*

(121/65) Vehicle Spares. July 20. E.S.B. 22175/65.*

(121/65) Round Iron Bars; M.S. Flats, etc. August 15. E.S.B. 22177/65.*

CEYLON

(122/65) Asbestos Manufactures for Ministry of Nationalised Services. July 21. E.S.B. 21809/65.

(124/65) Foodstuffs and Essences for Milk Board. July 14. E.S.B. 22387/65.

(124/65) Textile Dyes and Chemicals for Ministry of Home Affairs. (Further Information.) Tender documents now available. E.S.B. 21810/65.*

(122/65) Tyres and Tubes for Gal Oya Development Board. July 16. E.S.B. 22183/65.

Ministry of Land, Irrigation and Power:

(125/65) Bed Lift. August 10. E.S.B. 22386/65.

(124/65) Lightning Arrestors. (Further Information.) Tender documents now available. E.S.B. 21812/65.*

Ministry of Health:

(124/65) Medical Injections. September 14. E.S.B. 22389/65.*

(121/65) Primidone Tablets. August 10. E.S.B. 21817/65.*

(121/65) Surgical Dressings. September 7. E.S.B. 21819/65.*

(124/65) Pharmaceuticals. (Further Information.) Tender documents now available. E.S.B. 20216/65.*

(121/65) Pharmaceuticals. July 27. E.S.B. 21818/65.*

Ceylon Transport Board:

(122/65) Brake Fluid. July 28. E.S.B. 21816/65.*

(122/65) Ink Ribbons. July 21. E.S.B. 21813/65.*

(122/65) Tyres and Tubes. July 14. E.S.B. 21814/65.

(122/65) Sulphuric Acid. July 28. E.S.B. 21815/65.*

COLOMBIA

(121/65) Pumps for Instituto Nacional de Fomento Municipal. July 12. Tender documents (in Spanish) available. E.S.B. 22179/65.*

COSTA RICA

(121/65) Transformers for El Instituto Costarricense de Electricidad. August 3. Tender documents (in Spanish) available. E.S.B. 22103/65.*

CYPRUS

(124/65) Colour Printing for Department of Agriculture. July 17. E.S.B. 22653/65.*

EGYPT

Egyptian Railways:

(121/65) Lamps. July 15. E.S.B. 22171/65.

(121/65) Steel. July 17. E.S.B. 22172/65.

FORMOSA

Central Trust of China:

(121/65) Benzyl Acetate. July 14. E.S.B. 22129/65.*

(121/65) Gate Valves. July 16. E.S.B. 22130/65.*

(125/65) Blasting Caps. July 16. E.S.B. 22680/65.*

(123/65) Circuit Breakers. (Further Information.) This tender has been re-issued with new specifications. Closing date now July 15. E.S.B. 744/65.*

(125/65) Battery Sets. July 22. E.S.B. 22689/65.*

(125/65) Ammonia Plant Equipment. July 22. E.S.B. 22690/65.*

(125/65) Electrical Equipment. July 20. E.S.B. 22692/65.*

(125/65) Electrical Equipment. July 19. E.S.B. 22679/65.*

(125/65) Telephone Equipment. July 22. E.S.B. 22681/65.*

(121/65) Tubes and Fittings. July 17. E.S.B. 22131/65.*

(121/65) Pipe. July 14. E.S.B. 22125/65.*

(121/65) Insulating Cement. July 14. E.S.B. 21889/65.*

(121/65) Recording Instrument. July 14. E.S.B. 21892/65.*

(121/65) Cellulose Wrapping and Tape. July 14. E.S.B. 22116/65.*

(121/65) Pipes and Fittings. July 14. E.S.B. 22119/65.*

(121/65) Sheet Filter. July 16. E.S.B. 22121/65.*

(121/65) Tear Tape. July 19. E.S.B. 22122/65.*

(126/65) Testing Sets. July 21. E.S.B. 22678/65.*

(126/65) Battery Making Machinery. July 19. E.S.B. 22684/65.*

(126/65) Automatic Filling Machine. July 19. E.S.B. 22685/65.*

(126/65) Steel Plate. July 20. E.S.B. 22686/65.*

(126/65) Steel Casing. July 20. E.S.B. 22687/65.*

(126/65) Ball and Roller Bearings. July 19. E.S.B. 22688/65.*

(121/65) Geranyl Acetate. July 16. E.S.B. 21899/65.*

(121/65) Recording Equipment. July 22. E.S.B. 22128/65.*

(126/65) Drilling Equipment Timber Preservative. July 20. E.S.B. 22676/65.*

(125/65) Water Cooling Tower; Pumps. July 22. E.S.B. 22691/65.*

INDIA

(123/65) Arresters for Controller of Telegraph Stores. August 10. E.S.B. 22373/65.

(122/65) Circuit Breakers for Singareni Collieries Co. July 15. E.S.B. 22315/65.

(122/65) Pumps, Valves, etc. for Government of Andhra Pradesh. Closing date not known. E.S.B. 22312/65.

(121/65) Rectifiers for Central Railway. September 15. E.S.B. 22164/65.

(121/65) S.K.F. Bearings for Mechanical Stores Division. July 14. E.S.B. 22163/65.

(123/65) Vibrographs for Kerala State Electricity Board. July 30. E.S.B. 22362/65.

U.P. State Electricity Board:

(122/65) Cranes. September 1. E.S.B. 22332/65.

(123/65) Meteorological Instruments. August 30. E.S.B. 22376/65.

Hydel Designs Directorate:

(126/65) Expansion Joints. (Further Information.) Tender documents now available. E.S.B. 19967/65.*

(126/65) Hydraulic Hoist. (Further Information.) Tender documents now available. E.S.B. 19968/65.*

National Coal Development Corporation:

(126/65) Sand Dredging Plant. (Further Information.) Closing date postponed to July 23. E.S.B. 14488/65.*

(123/65) Steel Specials. August 16. E.S.B. 22372/65.*

Indian Telephone Industries Ltd.:

(122/65) Nickel Sheets. August 23. E.S.B. 22317/65.

(122/65) Zinc. August 2. E.S.B. 22318/65.

(122/65) Solder Wire. August 23. E.S.B. 22316/65.

Atomic Energy Establishment:

(125/65) Glove Box Filters. July 21. E.S.B. 22553/65.

(125/65) Moisture Monitor. July 21. E.S.B. 22759/65.

(126/65) Valves. August 11. E.S.B. 22727/65.

(126/65) Hydraulic Press. July 22. E.S.B. 22753/65.

(126/65) Vacuum Pump. July 26. E.S.B. 22754/65.

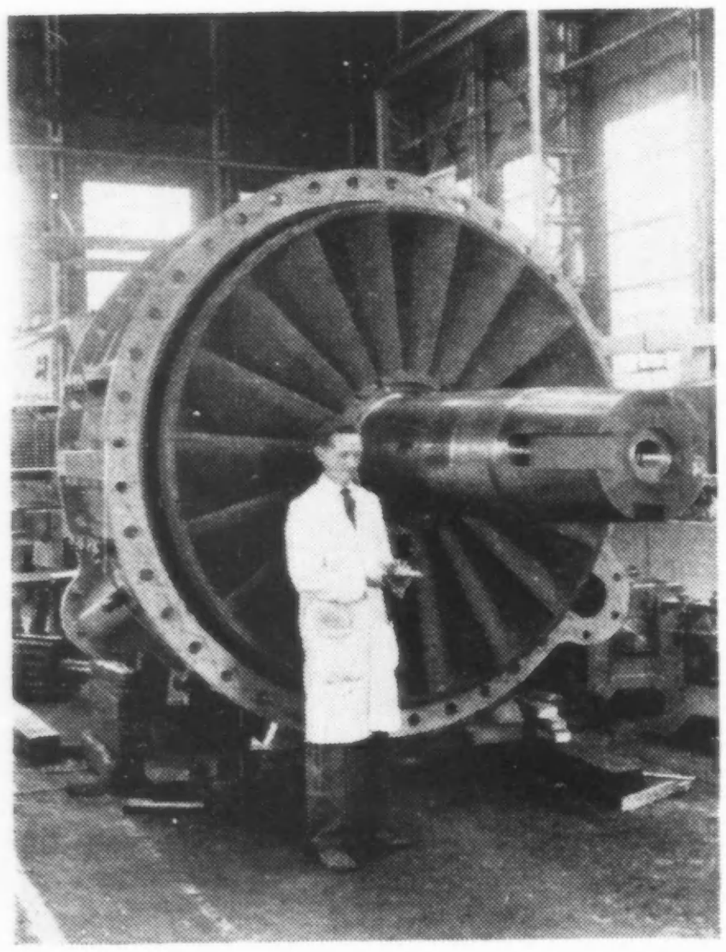
(126/65) Purification and Recirculating System. July 19. E.S.B. 22755/65.
(126/65) Lathe. July 20. E.S.B. 22757/65.
(126/65) Granulator. July 20. E.S.B. 22758/65.
(126/65) Pressure Tubes. July 22. E.S.B. 22600/65.
(126/65) Check Valve. July 31. E.S.B. 22768/65.
(126/65) S.S. Valves. August 19. E.S.B. 22722/65.
(126/65) Solenoid Valves. August 6. E.S.B. 22724/65.
(126/65) Needle Valves. August 10. E.S.B. 22772/65.
(126/65) S.S. Valves. July 29. E.S.B. 22723/65.
(126/65) Valves. August 9. E.S.B. 22725/65.
(121/65) Pumps. (Further Information.) Tender documents now available. E.S.B. 20292/65.*
(126/65) Valves. August 10. E.S.B. 22726/65.

IRAN

(124/65) Fuses and Detonators for Iran Smelting Co. August 1. E.S.B. 22393/65.*
(121/65) Paper for Iranian Tobacco Monopoly. August 30. E.S.B. 22169/65.*
(124/65) Pipes and Fittings for Ports and Navigation Authority. August 23. E.S.B. 22628/65.*
Iranian State Railways:
(124/65) Iron Hoops. September 26. E.S.B. 22627/65.*
(124/65) Iron Sheets and Hoops. September 8. E.S.B. 22391/65.*

IRAQ

(126/65) Antibiotics for Ministry of Health. August 14. E.S.B. 22639/65.*
(123/65) Buses and Spare Parts for Mulsarrif of Basrah Ziva. August 25. E.S.B. 22375/65.
(121/65) Canal Works for Ministry of Agrarian Reform. (Further Information.) Tender documents now available. E.S.B. 20215/65.*
(124/65) Gas Pipelines; Liquefied Petroleum Processing Plant for Gas Distribution Administration. (Further Information.) Tender documents now available. E.S.B. 13574/65.*
(122/65) Laboratory Equipment for Directorate General of Planning and Design. July 20. E.S.B. 22159/65.
(125/65) M.S. Angle for Iraqi Ports Administration. (Further Information.) Tender documents now available. E.S.B. 21052/65.*
Ministry of Oil:
(121/65) Telecommunications Equipment. July 28. E.S.B. 22150/65.*
(121/65) Chemicals. (Further Information.) Tender documents now available. E.S.B. 21229/65.*
(126/65) Electrical Equipment. July 25. E.S.B. 22637/65.*
(126/65) Lift Trucks. August 3. E.S.B. 22636/65.*
Ministry of Defence:
(126/65) Film Processing Equipment. August 10. E.S.B. 22650/65.*



One of two rotors in a Froude hydraulic dynamometer size FA 16D which has just been delivered to the Dutch shipbuilding firm of P. Smit Jr., Rotterdam, by the makers, Heenan and Froude Limited, Worcester. The dynamometer which will be used for marine engine testing is capable of absorbing 40,000 b.h.p. at speeds between 130 and 225 r.p.m. It cost more than £40,000. The FA 16D is one of the largest dynamometer made by Heenan's. A rotor of one of the smallest, a DPX type, is held by an operative of the company to illustrate the range of sizes they make.

(126/65) Building Project. August 3. E.S.B. 22962/65.
(125/65) First Aid Unit. (Further Information.) Tender documents now available. E.S.B. 19996/65.*
(125/65) Sewing Machines. (Further Information.) Tender documents now available. E.S.B. 21067/65.*
(126/65) Medical and Surgical Equipment and Supplies. August 14. E.S.B. 22642/65.*
(121/65) Miscellaneous Equipment. (Further Information.) Tender documents now available. E.S.B. 21061/65.*
(121/65) Blocks for Wire Ropes. (Further Information.) Tender documents now available. E.S.B. 21060/65.*
(122/65) Telephone Spare Parts. August 3. E.S.B. 22143/65.*
(122/65) Spare Parts for Receiver. August 3. E.S.B. 22146/65.*
(125/65) Welding Sets. (Further Information.) Tender documents now available. E.S.B. 21065/65.*
(121/65) Paints; Trailers; Vehicle. (Further Information.) Tender documents now available. E.S.B. 21058/65.*
(126/65) Radio Spare Parts. August 7. E.S.B. 22643/65.*
(126/65) Radio Spare Parts. August 14. E.S.B. 22644/65.*
(126/65) Radio Spare Parts. August 14. E.S.B. 22645/65.*
(126/65) Radio Spare Parts. August 14. E.S.B. 22646/65.*
(126/65) Marking Machine. August 10. E.S.B. 22647/65.
(126/65) Wireless Equipment. July 31. E.S.B. 22648/65.
(122/65) Valves. August 7. E.S.B. 22156/65.*
(122/65) Radio Set Spares. August 7. E.S.B. 22155/65.
(122/65) Radio Set Spares. August 3. E.S.B. 22141/65.*
(122/65) Resistors. August 7. E.S.B. 22151/65.*
(122/65) Wires and Cables. August 7. E.S.B. 22148/65.
(122/65) Spare Parts for Switchboard. August 3. E.S.B. 22147/65.*
(125/65) Recording Equipment. August 10. E.S.B. 22651/65.*
(125/65) Powerhouse Spares and Accessories. August 7. E.S.B. 22649/65.*
(125/65) Wires and Cables. (Further Information.) Tender documents now available. E.S.B. 22148/65.*
(125/65) Factory Equipment. (Further Information.) Tender documents now available. E.S.B. 21066/65.*
(125/65) Radio Set Spares. (Further Information.) Tender documents now available. E.S.B. 22155/65.*
(125/65) Wireless Spares. (Further Information.) Tender documents now available. E.S.B. 22153/65.*
(122/65) Construction Project. July 31. E.S.B. 22158/65.
(122/65) Wireless Spares. August 3. E.S.B. 22145/65.*
(122/65) Wireless Spares. August 7. E.S.B. 22153/65.
(122/65) Charge Set Spares. August 3. E.S.B. 22142/65.*
(122/65) Spare Parts for Transmitter. August 7. E.S.B. 22157/65.*
(122/65) Miscellaneous Equipment. August 3. E.S.B. 22144/65.*
(121/65) Miscellaneous Equipment. (Further Information.) Tender documents now available. E.S.B. 21057/65.*
(121/65) Miscellaneous Equipment. (Further Information.) Tender documents now available. E.S.B. 21062/65.*
(121/65) Miscellaneous Equipment. (Further Information.) Tender documents now available. E.S.B. 21063/65.*
(122/65) Radio Station Spares. August 7. E.S.B. 22154/65.*
(122/65) Capacitors. August 7. E.S.B. 22152/65.*

KENYA

(122/65) Rails for East African Railways and Harbours. Closing date not known. E.S.B. 22336/65.

KOREA

Office of Supply:
(122/65) Broadcasting and Marine Radar Equipment. July 15. E.S.B. 22324/65.*
(123/65) Electrical Equipment. July 14. E.S.B. 22334/65.*

KUWAIT

(125/65) Constructional Project for Ministry of Public Works. (Correction.) Closing date is now amended to July 17. E.S.B. 21282/65.*
Ministry of Electricity and Water:
(124/65) Bearing Metal. July 31. E.S.B. 22620/65.*
(124/65) Fuses and Fuse Links; Wire. July 31. E.S.B. 22619/65.*

LEBANON

(121/65) Hauling Equipment for Conseil Executive des Grande Projects. August 3. E.S.B. 22149/65.

LIBYA

(122/65) Insecticides for Ministry of Agriculture. July 14. E.S.B. 21896/65.

MALAYSIA

(123/65) Military Stores for Ministry of Defence. July 16 to 23. E.S.B. 22320/65.
(123/65) Telephone Switching Centre for Telecommunications Department. August 9. E.S.B. 22319/65.

MOROCCO

(126/65) Ligatures for Pharmacie Centrale. July 26. E.S.B. 22990/65.*

MOZAMBIQUE

(126/65) Wheat for Cereals Institute of Mozambique. July 15. E.S.B. 22732/65.
Posts, Railways and Transport Department:
(125/65) Iron Beams. August 2. E.S.B. 22908/65.
(125/65) Electrical Equipment. July 15. E.S.B. 22909/65.
(125/65) Automotive Equipment. July 30. E.S.B. 22910/65.
(126/65) Spares and Payloader. August 4. E.S.B. 22697/65.

NEW ZEALAND

(125/65) Telemetering System for Hutt Valley Drainage Board. August 2. E.S.B. 22666/65.*
(123/65) Textile Material for Ministry of Works. July 23. E.S.B. 22374/65.*
Electricity Department:
(121/65) Transformer Units. August 3. E.S.B. 22186/65.*
(122/65) Transmission Line Towers. July 27. E.S.B. 22187/65.*
General Post Office:
(122/65) Fabric. July 16. E.S.B. 22337/65.
(123/65) Loading Coils. July 22. E.S.B. 22363/65.*
Waitemata Electric Power Board:
(126/65) Switchboard. August 27. E.S.B. 22919/65.*
(126/65) Switchgear. August 27. E.S.B. 22920/65.*
(126/65) Transformers. July 23. E.SB. 22921/65.*

NIGERIA

(121/65) Highway and Bridge Construction for Ministry of Works and Transport. (Prequalification.) Apply by July 31. E.S.B. 22181/65.
Electricity Corporation of Nigeria:
(122/65) Alternator Sets. July 22. E.S.B. 22333/65.
(123/65) Crane. July 22. E.S.B. 22361/65.
(122/65) Transmission Line. August 16. E.S.B. 22196/65.

PAKISTAN

(121/65) Pump Equipment for Chandpur Irrigation Project. (Further Information.) E.S.B. 19090/65.
(123/65) Railway Equipment for Pakistan Western Railway. July 14. E.S.B. 22339/65.*
(122/65) Tractor with Attachments for Directorate of Supply. July 20. E.S.B. 22328/65.*

RHODESIA

(121/65) Chemical Mixing and Dosing Equipment for City Engineer's Department. (Further Information.) Tender documents now available. E.S.B. 20754/65.*
(124/65) Earth Boring Machine for Town Clerk, Salisbury. August 31. E.S.B. 22625/65.*
(124/65) Tractor for Chief Engineer's Department, Salisbury. July 20. E.S.B. 22624/65.*

SOUTH AFRICA

(124/65) Air Compressors and Receivers for South African Railways. July 30. E.S.B. 20895/65.*
State Tender Board:
(122/65) Air Compressor. July 14. E.S.B. 22396/65.*
(125/65) Laboratory Equipment. July 19. E.S.B. 22661/65.*
(125/65) Agricultural Machinery. July 15. E.S.B. 22670/65.*
(125/65) Pharmaceutical Mixer. July 15. E.S.B. 22662/65.*
(126/65) Pump. July 15. E.S.B. 22488/65.*
(126/65) Laboratory Equipment. July 23. E.S.B. 22489/65.*
(125/65) Radial Gates. July 15. E.S.B. 22663/65.*
(125/65) Hospital Equipment. July 19. E.S.B. 22658/65.*
(125/65) Public Address System. Closing date postponed to July 21. E.S.B. 19048/65.*
(125/65) Air Compressor. July 14. E.S.B. 22659/65.*
(125/65) Diesoline Meter. July 16. E.S.B. 22660/65.*
(125/65) Radio Telephone System. July 20. E.S.B. 22669/65.*
(125/65) Steam Cleaner. July 15. E.S.B. 22673/65.*
(125/65) Wrench. July 16. E.S.B. 22675/65.*
(121/65) Deep Freeze Cabinet. July 14. E.S.B. 22395/65.*
(125/65) Rotary Letterpress. October 4. E.S.B. 22667/65.*
(124/65) Radio Station Components. July 22. E.S.B. 22656/65.
(125/65) Shearing Machine. July 15. E.S.B. 22671/65.*
(125/65) Transformers. July 14. E.S.B. 22674/65.*
(125/65) Metal Cutter. July 15. E.S.B. 22672/65.*
(125/65) Hydraulic Jacks with Pumps. July 15. E.S.B. 22668/65.*

SIERRA LEONE

(119/65) Electrical Equipment for Electricity Corporation. September 1. E.S.B. 21287/65.

SPAIN

(125/65) Contractor's Plant for Ministry of Public Works. July 19. E.S.B. 22629/65.*
(124/65) Sewage Plant for Direcion General de Obras Hidranticas. July 19. E.S.B. 22630/65.
(124/65) Stamp Dispensing Machines for Direccion General de Corres y Telecommunicacion. July 30. E.S.B. 22631/65.
Ministerio del Aire:
(125/65) Anti-Blast Barriers. July 14. E.S.B. 22377/65.
(122/65) Radio Beacons; Airport Works. July 23 and 24. E.S.B. 22321/65.
(122/65) Construction Project. July 22. E.S.B. 22322/65.

SUDAN

(123/65) Pump Rods for Department of Land Use and Rural Water Development. August 5. E.S.B. 22364/65.
(123/65) Overhead Cranes for Sudan Railways. July 29. E.S.B. 22367/65.*

THAILAND

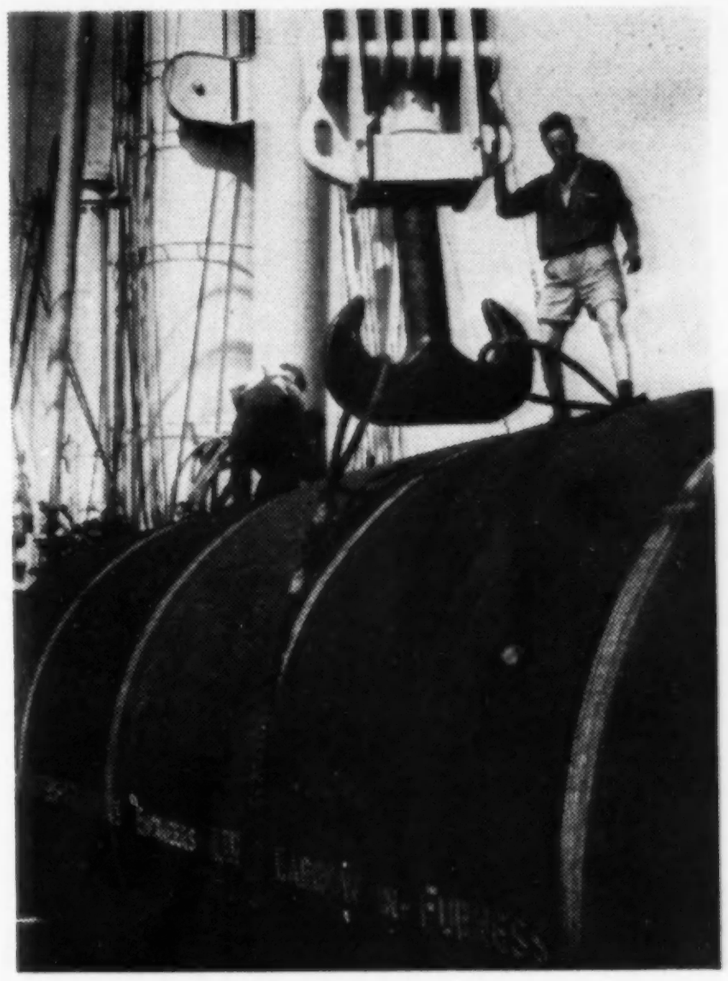
(123/65) Contractors' Plant for Royal Irrigation Department. July 28. E.S.B. 22352/65.*
(124/65) Radio Communication Equipment for Post and Telegraph Department. July 26. E.S.B. 22615/65.*
(124/65) Steel for State Railway of Thailand. July 21. E.S.B. 22617/65.
(123/65) Structural Steel for Yanhee Electricity Authority. August 1965. E.S.B. 22355/65.
Provincial Electricity Authority:
(123/65) Overhead Line Hardware. July 16. E.S.B. 22351/65.*
(123/65) Transformers. July 28. E.S.B. 22356/65.
Metropolitan Electricity Authority:
(123/65) Cable and Conductor Wire. July 19. E.S.B. 22353/65.*
(124/65) Termination Kit and Accessories. July 23. E.S.B. 22616/65.*

TRINIDAD AND TOBAGO

(125/65) Surgical Equipment and Medicines for Ministry of Health and Housing. July 27. E.S.B. 22664/65.*

TURKEY

(121/65) Workshop Equipment for State Railway Administration. July 22. E.S.B. 22323/65.*
NATO Infrastructure Contracts:
(125/65) Construction of an Underground Reinforced Concrete Building for Turkish Government. Apply by July 26. G.D. 851/65.
(125/65) Construction of a Dry Dock. Apply by July 17. G.D. 861/65.



Manufactured by the Cement Machinery Division of the Engineering Group of Vickers Limited at Barrow-in-Furness, the cement-making plant shown here being unloaded from the Blue Star Liner 'South Africa Star' at Whangerai, New Zealand, will form an extension to Wilsons (N.Z.) Portland Cement Ltd., works at Portland, near Whangerai. It will increase Wilsons (N.Z.) output by over 250,000 tons per annum.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Afghanistan
(123/65) Inquiry for generating unit. E.S.B. 22000/65.

Algeria
(123/65) Inquiry for hides; leather. E.S.B. 2211/65.

Algeria/Niger
(123/65) Trade Agreement. C.R.E. 11434/G.

Australia
(122/65) Agency inquiry for pharmaceutical equipment. E.S.B. 21742/65.
(121/65) Inquiry in respect of equipment for coal mining extension project. E.S.B. 21788/65.
(122/65) Inquiry for surgical appliances; surgical stockings and corsets. E.S.B. 21784/65.
(123/65) Manufacture under Licence – Manufacturing projects. E.S.B. 21785/65.
(125/65) Market report on gymnasium equipment. E.S.B. 18268/65.

Bahamas
(121/65) Inquiry for clothing. E.S.B. 21419/65.

Belgium
(124/65) Inquiry for engineering equipment. E.S.B. 16037/65.

Benelux/Poland
(124/65) Trade Agreement. C.R.E. 8736/G.

Bolivia
(121/65) Inquiry for sweets. E.S.B. 21668/65.

Canada
(124/65) Agency inquiry for carvings and paintings; chinaware; electrical appliances; office supplies; paper products; smokers requisites; woollen ware. E.S.B. 21693/65.
(123/65) Agency inquiry for garden tools; hardware. E.S.B. 21949/65.
(124/65) Agency inquiry for generators. E.S.B. 21773/65.
(124/65) Agency inquiry for biscuits. E.S.B. 21184/65.
(122/65) Agency inquiry for fire alarm systems. E.S.B. 22017/65.
(121/65) Agency inquiry for boiled sweets. E.S.B 21675/65.
(121/65) Inquiry for canned fruit products; confectionery packaged fruit. E.S.B. 21676/65.
(124/65) Inquiry for packaging materials. E.S.B. 20348/65.

China
(124/65) Method of Trading. C.R.E. 1968/2/G.

Costa Rica
(126/65) Inquiry for diesel locomotives. E.S.B. 22479/65.

Cyprus
(123/65) Agency inquiry for leather goods. E.S.B. 20977/65.
(122/65) Inquiry for food processing machinery. E.S.B. 20939/65.

Cyprus/Poland
(121/65) Trade Agreement. C.R.E. 13439/G.

Ethiopia
(125/65) Agency inquiry for water pumps. E.S.B. 22483/65.

European Countries
(129/65) dated 30-6-65.
European Space Research Organization, list of tender actions likely to be initiated in 1965. GD/CON/590/65.

Finland
(121/65) Agency inquiry for stripped steels. E.S.B. 21901/65.

France
(126/65) Agency inquiry for chemicals; glue. E.S.B. 17699/65.
(123/65) Agency inquiry for building materials; furnishings. E.S.B. 22100/65.
(124/65) Inquiry for engineering products. E.S.B. 19853/65.
(126/65) Manufacture under licence – pharmaceutical specialities. E.S.B. 22785/65.

Germany, Federal Republic of
(122/65) Agency inquiry for gardening equipment; soil conditioning chemicals. E.S.B. 21783/65.
(126/65) Agency inquiry for leather. E.S.B. 22551/65.
(122/65) Inquiry for yachting wear. E.S.B. 21494/65.
(123/65) Inquiry for lawn mowers. E.S.B. 21924/65.
(122/65) Inquiry for yarns. E.S.B. 21482/65.

Ghana
122/65) Inquiry for souvenirs; tee-shirts. E.S.B. 21930/65.

Gibraltar
(121/65) Agency inquiry for olive oil; rice. E.S.B. 18900/65.

Guatemala
(126/65) Agency inquiry for wheelbarrows. E.S.B. 20384/65.

Guinea
(122/65) Inquiry for furniture-making equipment. E.S.B. 21486/65.

Hong Kong
(122/65) Agency inquiry for floor coverings; furniture; light fittings; wallpaper. E.S.B. 21938/65.

India
(124/65) Inquiry in respect of harbour development. E.S.B. 22060/65.

Iran
(122/65) Agency inquiry for diesel engines; vibratory road rollers. E.S.B. 21649/65.

Iraq
(122/65) Inquiry for syrup processing plant. E.S.B. 13675/65.

Israel
(125/65) Agency inquiry for agricultural implements; harvesting equipment. E.S.B. 22217/65.
(121/65) Agency inquiry for ferrous and non ferrous metals; plastics raw materials. E.S.B. 21754/65.
(122/65) Inquiry for vacuum forming plant; wire rope plant. E.S.B. 34646/64.

Israel/Turkey
(124/65) Trade Agreement. C.R.E. 9886/2/G.

Italy
(124/65) Agency inquiry for industrial chemical products. E.S.B. 22276/65.
(123/65) Agency inquiry for chemicals; industrial raw materials. E.S.B. 22039/65.
(123/65) Agency inquiry for chemicals. E.S.B. 22038/65.
(123/65/) Agency inquiry for toothpaste. E.S.B. 22074/65.
(126/65) Agency inquiry for bearings. E.S.B. 22073/65.

(Continued on next page)

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:– **Dr. FRY'S TRANSLATION SERVICE**

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

AGENCY OPPORTUNITIES—continued

(126/65) Agency inquiry for chemical additives; laundry and kitchen equipment; medical and scientific instruments; pharmaceutical machinery; plastic products. E.S.B. 21286/65.
(124/65) Inquiry for generating sets. E.S.B. 14250/65.

Jamaica
(122/65) Agency inquiry for boilers; meters. E.S.B. 21927/65.
(124/65) Agency inquiry for stationery. E.S.B. 22542/65.
(122/65) Market report on insecticides herbicides; fungicides and disinfectants. E.S.B. 15229/65.

Kenya
(123/65) Inquiry for clothing; textiles. E.S.B. 21168/65.

Lebanon
(124/65) Inquiry for department store goods. E.S.B. 17926/65.
(124/65) Market report on agricultural insecticides and fungicides. E.S.B. 17966/65.

Libya
(126/65) Inquiry for underwear. E.S.B. 22453/65.

Malaysia
(124/65) Inquiry for automobile replacement parts; concrete vibrators electric motors; generating sets; pumps; V-beltings. E.S.B. 21946/65.

Netherlands
(123/65) Agency inquiry for building materials. E.S.B. 13992/65.

New Zealand
(122/65) Agency inquiry for engineering equipment; soft goods. E.S.B. 16830/65.
(125/65) Agency inquiry for testing and measuring equipment. E.S.B. 20568/65.
(123/65) Agency inquiry for equipment for abattoirs and freezing works. E.S.B. 22082/65.

North America
(125/65) Visits of buyers. E.S.B. 1551/65.

Pakistan
(126/65) Inquiry for freezers; metals. E.S.B. 17560/65.

Poland
(122/65) Foreign Trade Organizations. C.R.E. 3564/G.

Portugal
(121/65) Agency inquiry for cotton spinning machinery and accessories. E.S.B. 20934/65.
(122/65) Agency inquiry for bicycle, moped, and scooter accessories. E.S.B. 22014/65.

Puerto Rico
(121/65) Agency inquiry for bolts and screws; builders and plumbers hardware; machine and hand tools. E.S.B. 20565/65.

Saudi Arabia
(123/65) Inquiry for garage equipment; vehicle demonstration bases. E.S.B. 18387/65.

South Africa
(123/65) Agency inquiry for footwear materials and accessories. E.S.B. 22035/65.
(122/65) Agency inqury for textiles. E.S.B. 21478/65.
(125/65) Agency inquiry for curtaining; rugs; rug netting. E.S.B. 22066/65.
(126/65) Inquiry for wall tiles; copper tubes. E.S.B. 21902/65.
(122/65) Manufacture under licence – automobile components and accessories. E.S.B. 16657/65.
(122/65) Manufacture under licence – sheet metal products. E.S.B. 21455/65.

Sweden
(121/65) Inquiry for steel tubing. E.S.B. 21683/65.

Switzerland
(126/65) Agency inquiry for alarm systems; control equipment leak-detecting equipment; nuclear power station equipment. E.S.B. 21631/65.

Syrian Arab Republic
(122/65) Agency inquiry for automotive spare parts. E.S.B. 21747/65.

Tunisia/Austria
(125/65) Trade Agreement. C.R.E. 7872/G.

Tunisia/Ethiopia
(125/65) Trade Agreement. C.R.E. 2896/G.

Tunisia/Libya
(123/65) Trade Agreement. C.R.E. 4735/G.

Turkey
(123/65) Agency inquiry for electrical equipment; generators and equipment; pipes; pumps and equipment. E.S.B. 11539/65.
(123/65) Agency inquiry for gelatine paper; raw materials for the plastics industry; stationery. E.S.B. 22094/65.
(123/65) Inquiry for spices and flavours. E.S.B. 22095/65.

Turkey/Pakistan
(124/65) Trade Agreement. C.R.E. 8968/G.

Uganda
(125/65) Inquiry for glassware. E.S.B. 21699/65.

United States of America
(126/65) Agency inquiry for boning knives. E.S.B. 21383/65.
(125/65) Agency inquiry for cosmetics; toiletries. E.S.B. 22300/65.
(125/65) Agency inquiry for bearings; builders' and marine hardware; pillow blocks. E.S.B. 22218/65.
(126/65) Agency inquiry for air-conditioning and ventilating equipment; heating equipment. E.S.B. 22408/65.
(121/65) Inquiry for burner equipment; precision tools; metal parts. E.S.B. 21735/65.
(124065) Inquiry for saddlery equipment. E.S.B. 22434/65.
(124/65) Inquiry for windows. E.S.B. 22251/65.
(122/65) Inquiry for solenoid valves. E.S.B. 21740/65.
(121/65) Inquiry for giftware for men. E.S.B. 4450/65.
(125/65) Inquiry for bathroom fixtures; floor and wall coverings. E.S.B. 21196/65.
(122/65) Manufacture under licence in Britain – brakes, parts and fluids. E.S.B. 20541/65.

British lighting overseas

A night view of the 'Central Magasinet' department store in Esberg on the west coast of Denmark. The store is floodlit by 17 1,500 watt Atlas Tungsten Iodine fittings. Atlas Lighting products are marketed in Denmark by Thorn Electric A/S, a subsidiary company of Thorn Electrical Industries Ltd.

Head Office of the Hong Kong and Shanghai Banking Corporation in Hong Kong illuminated by Benjamin floodlights. These were supplied and installed by the British General Electric Co. Limited of Hong Kong.

EXPORTING IS FUN! *

CONSULT BAKER BRITT AND COMPANY LIMITED

104, ST. KATHARINE'S WAY, LONDON, E. 1, Tel.: ROYAL 8874. Telex: 262618

PROPELLER GROUP

* If you've got a free copy of our Consular Guide.

A NEW CONCEPT IN CONTINUOUS INSECT CONTROL

VAPONA PEST STRIPS

HANG ONE UP – FORGET ABOUT INSECTS FOR 3 MONTHS

These simple plastic strips are about to revolutionise the whole business of insect control—because now you can keep enclosed or semi-enclosed spaces insect-free for three whole months, simply by hanging up Vapona Pest Strips. What's the secret?

The secret of these Pest Strips is their slow, continuous release of that remarkable Shell insecticide Vapona. Vapona vaporises readily as soon as the Pest Strips are removed from their packaging, and diffuses to every nook and cranny where even sprays can't reach. And Vapona reaches everywhere at once. It is so effective that one small 10″ Pest Strip will control 1,000 cu. ft. of space with complete safety to animals and humans. Once the Pest Strips are in position you can forget them. There's no trouble, no smell, no danger, no 'servicing'. And no insects. Just hang Vapona Pest Strips in such places as warehouses, food processing plants, restaurants, kitchens, piggeries or refuse bins. For three whole months you can forget them—forget your insect problems too.

Vapona Pest Strips are available *now*. They're fully tested, fully effective. Think how they could help you!

VAPONA PEST STRIPS

Shell Chemicals SHELL

For further information about Vapona Pest Strips fill in coupon and send to your Shell Company.

NAME .....

ADDRESS .....

28D .....

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EAST AFRICA

Customs tariff amendments

IN A NOTICE published in the *Board of Trade Journal* on June 18, 1965 (page 1377) reference was made to certain tariff changes in East Africa. Details of these changes, which took effect from June 11, are now available and the amended duties are as follows:

FIRST SCHEDULE

Item No.	Article	Import Duty	Suspended Duty
15A	Delete sub-items (a) and (c) and substitute the following new paragraphs:		
	(a) Jams, marmalades, fruit jellies, syrups, treacle, honey and similar preparations	*Ad val.* 37½%	
	(c) Fruits, vegetables, including edible fungi, and vegetable preparations, tinned, bottled, dried crystallized and otherwise preserved	*Ad val.* 37½%	
	Insert immediately below sub-item (d) the following new paragraphs:		
	(e) Spices and herbs	*Ad val.* 37½%	
	(f) Nuts and nut preparations, n.e.s.	*Ad val.* 37½%	
24	(Uganda only). Sugar, refined or unrefined, including jaggery	Per 100 lb. Shs. 21	
26	Ale, beer, cider, perry and stout, all kinds, of a strength containing more than 3% of proof spirit	Per imperial gallon Sh. 18	
34	(Uganda only). Delete the proviso.		
39	(c) Stockings and hose	Per pair Sh. 1 (or 40% *ad val.* whichever is the greater).	
40	Fabrics:		
	(a) (v) Other fibres	*Ad val.* 40%	
	(c) Delete the word 'tubular.'		
45	(Kenya and Uganda):		
	(b) Screws:		
	(i) Wood screws	*Ad val.* 30%	
	(c) Nails	*Ad val.* 30%	
	(d) Bolts, nuts and washers:		
	(i) Black steel bolts of hexagonal, round, square, cup and countersunk head design including carriage bolts, plough bolts, fish bolts and clip bolts	*Ad val.* 30%	
	(ii) Nuts and washers for bolts described in (d) (i) above	*Ad val.* 30%	
45	(Tanzania only):		
	(aa) Screws:		
	(i) Wood screws	*Ad val.* 30%	
	(b) Nails	*Ad val.* 30%	
	(c) Bolts, nuts and washers:		
	(i) Black steel bolts of hexagonal, round, square, cup and countersunk head design including carriage bolts, plough bolts, fish bolts and clip bolts	*Ad val.* 30%	
	(ii) Nuts and washers for bolts described in (c) (i) above	*Ad val.* 30%	
48	(g) Delete the words 'Baby Carriages'		
51B	Insert immediately below item 51A the following new items:		
	Aluminium hollow-ware, n.e.s.	*Ad val.* 33⅓%	
56	Delete sub-item (a) thereof and substitute the following:		
	(a) For agricultural, dairying or water boring purposes:		
	(i) Plate mills and hammer mills for grinding	*Ad val.* 15%	
	(ii) Other	Free	
58	(Kenya and Tanzania): Delete sub-item (n) thereof and substitute the following:		
	(n) Steel strips, bars, rods and angles, excluding steel sections imported for the manufacture of windows and doors:		
	(i) Round bars and rods for concrete reinforcing, ¼ inch to 1½ inches in diameter, including deformed bars	*Ad val.* 25%	
	(ii) Bars of square cross section of thickness ¼ inch to 1⅛ inches	*Ad val.* 25%	
	(iii) Angles of a side width from 1 inch by 1 inch to 2½ inches by 2½ inches	*Ad val.* 25%	
	(iv) Flats or strips of width ½ inch to 5 inches and of thickness ⅛ inch to ¾ inch, including flats for springs	*Ad val.* 25%	
58	(Uganda only): For sub-item (n) thereof substitute the following:		
	(n) Steel strips, bars, rods and angles, excluding steel sections imported for the manufacture of windows and doors:		
	(i) Round bars and rods ¼ inch to 1½ inches in diameter including deformed bars	*Ad val.* 25%	
	(ii) Bars of square cross section of thickness ¼ inch to 1⅛ inches	*Ad val.* 25%	
	(iii) Angles of a side width from 1 inch by 1 inch to 2½ inches by 2½ inches	*Ad val.* 25%	
	(iv) Flats or strips of width ½ inch to 5 inches and of thickness ⅛ inch to ¾ inch including flats for springs	*Ad val.* 25%	
58A	Metal sheets or plates, n.e.s.:		
	(1) Of aluminium or alloy thereof:		
	(b) Flat, of a thickness less than ·275 inches excluding circles and coils	*Ad val.* 33⅓%	
	(c) Circles and coils, of a thickness less than ·275 inches	*Ad val.* 33⅓%	
	(d) Enamelled, printed, lithographed, embossed or lacquered	*Ad val.* 33⅓%	
	Delete sub-item:		
	(1) (e) Thereof and substitute the following new sub-items:		
	(e) Foil		*Ad val.* 33⅓%
	(f) Other	Free	
61	(Kenya and Uganda only):		
	(b) Motor bicycles, power-driven bicycles and motor tricycles, including side cars therefor	*Ad val.* 30%	
	(c) Passenger carrying motor cars, n.e.s., including motor vehicles commonly known as estate cars, station wagons, motor caravans, mini-buses, and similar dual-purpose or general purpose vehicles:		
	(i) Of an angle capacity less than 2,000 cubic centimetres	*Ad val.* 30%	
	(ii) Of an engine capacity of 2,000 cubic centimetres or more	*Ad val.* 35%	
	(d) Load-carrying vehicles of a carrying capacity of not less than 3 tons, buses and coaches with seating for not less than 14 passengers, four wheel drive vehicles and chassis therefor, whether assembled or not	*Ad val.* 25%	
	(e) Other, n.e.s.	*Ad val.* 30%	
64	Substitute for the words 'tanks and buildings, n.e.s.' the words 'and tanks, n.e.s.'		
65	(Uganda only): Delete the words 'earth pans'.		
77	(Kenya only): Insert immediately after sub-paragraph (c) the following new sub-item:		
	(d) Pipes, piping and tubes	*Ad val.* 30%	
77	(Uganda and Tanzania): Insert immediately after sub-paragraph (c) the following new sub-item:		
	(d) Pipes, piping and tubes		*Ad val.* 30%
81	Delete sub-item (c) thereof		
94	Delete the comma and words ', pitch fibre or asbestos cement' substitute the words 'or pitch fibre.'		

Item No.	Article	Import Duty	Suspended Duty
98	(Uganda and Tanzania): Petroleum crude or partly refined for further refining	Per imperial gallon at 62°F. Shs. 1·95.	
99	(Uganda and Tanzania): Motor spirit, gasolene and other light oils and other products for similar uses: (b) Other	Per imperial gallon at 62°F. Shs. 1·95.	
108	Delete paragraph (k) and substitute therefore the new paragraph following: (k) Other n.e.s. admitted as such by the Commissioner but not including chemicals, substances or preparations used in the manufacture of beverages, perfumery, cosmetic or toilet preparations	Free	
118	Leather: (c) Other, n.e.s.	Per sq. ft. cents 90 (or 30% *ad val.* whichever is the greater).	
123	(a) Boxes, including tea chests, wooden, empty or in shooks	Per box Shs. 2 (or 15% *ad val.* whichever is the greater).	
127	Plywood, pulp-board, plastic and similar composite sheeting and boarding	*Ad val.* 30%	
136	(c) Add immediately after the words 'Ink, other' the comma and letters ', n.e.s.'		
143 A	(Kenya and Uganda): (a) Radio receiving sets, complete, including motor vehicle radios and n.e.s.	*Ad val.* 30%	*Ad val.* 7½% (or each Shs. 50 where this amount exceeds the combined import duty and *ad valorem* suspended duty imposed).
	(b) Radio receiver parts and accessories, excluding batteries and n.e.s.	*Ad val.* 30%	*Ad val.* 7½%
143 A	(Tanzania only): (a) Radio receiving sets, complete, including motor vehicle radios and n.e.s..	*Ad val.* 30% (or, if the specific suspended duty is chargeable Free).	*Ad val.* 7½% (or each Shs. 50 where this amount exceeds the combined import duty and Suspended duty Chargeable *ad valorem*).
	(b) Radio receivers parts and accessories, excluding batteries and n.e.s.	*Ad val.* 30%	*Ad val.* 7½%
149	(Kenya only): Substitute for the words 'British Consulate' which appear in the proviso the words 'Kenya Consulate.'		
159	(Kenya and Tanzania): Delete and substitute therefor the new paragraph following: Foodstuffs grown in Malawi and handicraft articles, such as mats, utensils, etc., made in Malawi without the use of machinery and imported only for direct trading in village markets	Free	
160	(Kenya only): (b) Delete the word 'British.'		
161	(c) Substitute for the words 'Kenya, Uganda, Tanganyika, Zanzibar, Nyasaland and Northern Rhodesia' the words 'Kenya, Tanzania and Uganda.'		
165	Delete paragraph (d) and substitute therefor: (d) Wrapping paper, unprinted	Free	
	(f) Add immediately after the words 'metal foil' the letters n.e.s. (g) Bags, layflat tubing and sheeting printed and unprinted, of polythene	*Ad val.* 30%	
167	Delete and substitute as follows: School stationery, instruments, appliances and similar requisites including furniture used in the classroom, workshop or laboratory: (a) Blackboards, blackboard cleaners and blackboard instruments: crayons, lead pencils, eraser rubbers; rulers (not exceeding 12 inches), compasses, set squares, dividers and similar articles, comprising mathematical and science instrument sets; pen holders, steel nibs, ink-wells (not including inkwells in desk sets), writing ink powder	Free	
	(b) Exercise books and blackboard chalk: (i) Of a kind specified by the Minister by notice in the *Gazette*	*Ad val.* 30%	
	(ii) Other	Free	
173	(c) Other, imported or purchased prior to clearance through the Customs, by or on behalf of Educational Institutions approved for the purpose of such importation by the Chief Education Officer	Free	
	(b) Substitute for the words 'hand painted' the words 'hand printed.'		

All inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

CENTRAL AFRICAN REPUBLIC

Global quotas 1965

IT HAS BEEN announced in Bangui, Central African Republic, that the following quotas have been opened for the import of goods for the period June 17 to December 17, 1965:

Quota No.	Description	Quota values in French francs
1	Milk and dairy products	50,000
2	Wine	500,000
3	Alcohol	930,000
4	Sugar and manufactures	22,000
5	Food products	1,030,000
6	Tobacco	65,000
7	Salt and cement	2,545,500
8	Iron, steel and non-ferrous metals	138,000
9	Plastic and manufactures	24,000
10	Chemical products	83,500
11	Printed textiles	3,500,000
12	Non-printed cloths	500,000
13	Jute sacks	365,000
14	Knitted goods, new and second-hand clothing	1,000,000
15	Household goods, and tools	600,000
16	Various consumer goods	650,000
17	Refrigeration and heating equipment	140,000
18	Radio apparatus	125,000
19	Cars, lorries, bicycles	1,200,000
20	Tractors	150,000
21	Others	581,000

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF APPLICATION LIST No. 396, published in the Republic of South Africa *Government Gazette* of June 25, states that the Board of Trade and Industries have received an application for increase in duty on:

Phenothiazine, from 10 per cent *ad valorem* to 25 per cent *ad valorem*, and on

Medicaments containing phenothiazine from 15 per cent *ad valorem* to 25 per cent *ad valorem*.

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization, should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African authorities and desiring further information relating to the application, should address their inquiries to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 6961/65.

Customs tariff changes

TELEGRAPHIC ADVICE has been received from Pretoria, Republic of South Africa of Customs tariff changes affecting the following items:

28.47.30	Barium chromate, lead chromate, zinc chromate, strontium chromate.
32.07.24, 32.07.25	Pigments with basis of barium chromate or strontium chromate.
64.01 to 64.04	Children's footwear sized 0-2½.
64.05.50	Heels with detachable top-pieces and heels without detachable top-pieces.

Details of the changes can be obtained on request from Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 461).

RHODESIA

Customs tariff changes

THE CUSTOMS AND EXCISE TARIFF (Amendment) Notice 1965 (No. 5) published as Rhodesia Government Notice No. 383 of June 4, amends the Customs tariff as follows:

PART II
(Britain pays the Column D rate of Duty)

Tariff No.	Item	Effective Rate of Duty			
		Duty A	Duty B	Duty C	Duty D
202	By the repeal of the item and by the substitution of: 202 Oils, n.e.e., including mafurra oil: (a) Vegetable oils, including mafurra oil: (i) In bulk *ad val.*	30%	20%	20%	10%
	(ii) Not in bulk *ad val.*	30%	20%	20%	10%
	(b): Animal: (i) In bulk *ad val.*	30%	20%	20%	10%
	(ii) Not in bulk *ad val.*	30%	20%	20%	10%

Customs regulations

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations 1965 (No. 1), published as Rhodesia Government Notice No. 414 of June 18, amend the Customs and Excise (Suspension) Regulations 1965 to the following extent:

	Goods	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
Ex 331 (2)	FIRST SCHEDULE By the insertion of the following item: Aluminium foil disposable containers and cases *ad val.*	20%	12½%	10%	Free
		(Britain pays the Column D rate)			

GHANA

State Trading Corporations

LEGAL INSTRUMENT No. 465 made on May 19, 1965 announced the incorporation of the State Machinery Trading Corporation in Ghana. The objects of the Corporation are to import all commercial vehicles and cars; machinery of all kinds; components and spare parts or accessories of any vehicles or machinery and to take over the assets, liabilities and to carry on the functions of the Ghana Supply Commission.

There appears to be some uncertainty about the administration of the new arrangements and the Principal Trade Commissioner in Accra recommends that new orders from the Ghana Supply Commission be accepted only against confirmed irrevocable letters of credit.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2253).

GABON

Global quotas 1965

IT HAS BEEN announced in Libreville, Republic of Gabon, that the following quotas have been opened for the import of goods for the period January 1 to December 31, 1965:

Quota No.	Description	Quota values in French francs
1	Milk products	295,000
2	Cereals	500,000
3	Beer	100,000
4	Various beverages	1,500,000
5	Sugar and confectionery	50,000
6	Foods and food preparations and products	3,030,000
7	Tobacco	600,000
8	Salt, cement	150,000
9	Metals	1,538,000
10	Petroleum products	P.M.
11	Pharmaceuticals, colouring matters and insecticides	150,000
12	Plastics materials	97,000
13	Rubber tyres, inner-tubes, etc.	161,000
14	Chemical products	4,780,000
15	Printed fabrics	1,590,000
16	Non-printed fabrics and blankets	600,000
17	Jute fabrics and sacks	70,000
18	Knitted wear	700,000
19	Kitchen ware, tools and cutlery	1,220,000
20	Refrigerators, radios and domestic equipment	1,955,000
21	Mechanical appliances and parts thereof	11,525,000
22	Vehicles	10,090,000
23	Tractors	8,627,000
24	Miscellaneous	1,258,000

(P.M. = to be kept in mind).

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

MOROCCO

Global import quotas

THE *Board of Trade Journal* of June 18 gave details of global import quotas for Morocco for 1965. Quota No. 171 on page 1375 should be amended to read as follows:

87-09-01 Motor cycles (from dollar and sterling zones only) . . . 150

THE GAZA STRIP

Withdrawal of import privileges

IT HAS BEEN announced in the Egyptian press that the special import privileges previously allowed to UAR nationals returning from visits to Gaza have been withdrawn.

Important Announcement

commencing with SEPTEMBER 1965

THE BRITISH TRADE JOURNAL AND EXPORT WORLD – 17,000 circulation in 80 countries

and

INDUSTRIA BRITANICA – Britain's only trade journal printed entirely in Spanish

combine

to produce the most sales-stimulating British export journal in modern format to cover all markets of the world.

SEND NOW FOR DETAILS, RATES, SPECIMEN COPIES to

S. R. SCOTT (Manager), BOUVERIE HOUSE, FLEET STREET, LONDON, E.C.4

(A BENN GROUP JOURNAL) Telephone: **FLEet Street 3212 (26 lines)**

Liberalization of imports

THE FOLLOWING ITEMS have been added to the list of goods for which Israeli import licences are issued without restriction.

Tariff Ref. No.	Description	Import Duty (*Ad valorem* c.i.f.)	Purchase Tax	Imports Permitted as from
18.05	Cocoa powder (unsweetened).	60% + IL. 3·30 per kilo.	Exempt	May 5, 1965
28.30 (b)	Zinc oxychloride (dissolved or solid) . .	25%	Exempt	May 5, 1965
38.13 (a)	Synthetic monofils (continuous synthetic yarns)	(a) If released from Israeli Customs before January 1, 1966 60% but not less than IL. 3 per kg. .	Exempt	May 5, 1965
39.02 (i) (8)				
39.03 (9) (2)				
51.02 (a) (9)				
51.02 (b) (2)		(b) If released after January 1, 1966 45% but not less than IL. 2·15 per kg. .	Exempt	May 5, 1965
40.10	Belts and belting of vulcanized rubber .	45%	Exempt	March 23, 1965
48.04	Paper stuck together with tar	60%	17%	May 5, 1965
73.24 (c)	Compressed gas cylinders and similar pressure containers of iron or steel of a capacity not exceeding 150 litres excluding unwelded cylinders of lengths exceeding 70 mm. and outside diameter exceeding 20 mm. .	35%	Exempt	May 20, 1965
73.34	Safety pins . .	80% but not less than IL. 2·40 per kilo .	Exempt	May 20, 1965
73.38 (a) (1)	Bath tubs of cast iron or tin	80% but not less than IL. 120 each . .	50%	May 5, 1965
84.21 (c) (9) (a)	Spray guns for liquids (excluding electrostatic spray guns) .	45%	Exempt	May 5, 1965
84.22 (f) (f) 84.23 (a)	Towed earth loaders and/or excavating machines mounted on tractors . . .	60%	Exempt	May 5, 1965
84.22(g) (3) (a)	Tower crane . .	45%	Exempt	May 10, 1965
84.22 (g) (4)	Parts of tower cranes .	25%	Exempt	May 10, 1965
84.63(d) (9) (a) 84.63(e) (9) (a)	Plain shaft bearings and bearing housings of cast iron . . .	45%	Exempt	May 5, 1965
84.63 (d) (1)	Plain shaft bearings of graphite bronze or graphite iron . .	80%	Exempt	May 10, 1965
85.23	Electric wire and cables excluding underground cables . . .	35% on wire insulated with plastic materials	15%	March 23, 1965
		45% on wire insulated with paper . .	15%	March 23, 1965
		60% other . .	15%	March 23, 1965
90.03 (c) (9)	Metal accessories for spectacles . . .	80%	Exempt	May 5, 1965
94.04 (a) (9)	Blankets filled with feathers with absorbent cotton and/or synthetic materials .	45%	15-25% depending upon the material	May 5, 1965

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

Trading links with Nigeria and with France

A full range of services is available to businessmen interested in these countries

BRITISH AND FRENCH BANK LIMITED

33/36 KING WILLIAM STREET LONDON EC4 TELEPHONE MANSION HOUSE 5678

Affiliated Bank in Nigeria

United Bank for Africa Limited

Members of the world-wide banking Group headed by **Banque Nationale pour le Commerce et l'Industrie**

MALAYSIA

Tariff Advisory Board—import licensing

A NOTICE under the heading 'Malaysia' Tariff Advisory Board—import licensing' in the *Board of Trade Journal* issue of June 4, 1965 (page 1278), announcing a second list of items to be considered for inclusion in the Malaysian Common Market, stated that import licensing had been imposed on many of the items referred to the Board and that details varied as between the different customs areas.

Particulars of items subject to control in each customs area have now been received and details are given in the table below. Particulars of the level of quota restrictions have been received in respect of Singapore but no further details are available for other areas. Inquiries can be made at Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4 (Tel. City 5757, Ext. 472 or 473).

Malaya . A Singapore . B Sabah . . C Labuan . D Penang . E Sarawak . F	Tariff Code No.	Description
A B C D E F	022 101	Milk, condensed, sweetened.
A B C D E F	022 102	Milk, condensed, unsweetened.
A B C D E F	022 103	Milk, sterilized in tins.
A B C D E F	022 104	Cream, liquid, in tins.
A B C D E F	022 201	Milk, powdered, full cream.
A C D E F	022 202	Milk, powdered, prepared as infant food.
A B C D E F	022 203	Milk, powdered, skimmed, for human consumption.
A B C D E F	022 204	Milk, powdered, skimmed, for animal consumption.
A B C D E F	048 300	Macaroni, spaghetti and similar products including mee and noodles.
A B C D E F	048 411	Rusks and crispbread not containing sugar, honey, eggs, fats, cheese or fruit.
A B C D E F	048 421	Biscuits, unsweetened of all types, except ships' biscuits, for human consumption.
A B C D E F	048 422	Biscuits, for human consumption, not elsewhere specified or included.
D E	048 822	Preparations of flour, starch, or malt extract, for dietetic or culinary purposes, other than infant food, not containing cocoa.
D E	048 823	Preparations of flour, starch, or malt extract, for dietetic or culinary purposes, other than infant food, containing cocoa, but less than 50 per cent by weight being cocoa.
D E	053 200	Fruit, fruit peel, and parts of plants preserved by sugar (drained, glaced or crystallized).
D E	062 010	Sugar confectionery, not containing cocoa.
D E	072 100	Cocoa beans.
B D E	072 200	Cocoa powder.
D E	072 300	Cocoa butter and cocoa paste, unsweetened.
B D E	073 000	Chocolate and other food preparations containing cocoa.
E	075 295	Curry powder and curry paste.
E	099 041	Soya bean sauce.
E	099 042	Tomato sauce.
E	099 043	Sauces, other than soya bean sauce and tomato sauce.
B	514 940	Calcium carbide.
A B D E	533 322	Prepared cellulose lacquers and cellulose varnishes.
A B D E	533 325	Water paints, cement based.
A B D E	533 326	Pigments and colouring materials in oil or other media, n.e.s. except artists' colours.
A B D E	581 213	Imitation leather of polyvinylchloride in sheets, not further worked.
		Insecticides, fungicides, pest killers and pest repellents, including insect repellents, as under:
A B D E	599 211	Liquid.
A B C D E F	599 212	Mosquito coils.
A B C D E F	599 213	Other than liquid, except mosquito coils.
A B C D E F	611 302	Leather of calf skins, dressed.
A B C D E F	611 402	Leather of other bovine cattle, including buffaloes, and of horses, dressed, except leather falling within items 611 930, 611 940 or 611 950.
A B C D E F	611 912	Leather of sheep and lambskins, dressed, except leather falling within items 611 930, 611 940 or 611 950.
A B C D E F	611 922	Leather of goat and kidskins, dressed, except leather falling within items 611 930, 611 940, or 611 950.
A B C D E F	611 930	Chamois-dressed leather.
A B C D E F	611 940	Parchment-dressed leather.
A B C D E F	611 950	Patent leather and metallized leather.
A B C D E F	611 991	Snake skins and crocodile skins, tanned, whether dressed or not.
A B C D F	611 992	Other reptile skins, dressed.
B	611 999	Leather of sheep and lamb skins, dressed, except leather falling within items 611 930, 611 940 or 611 950.
		Prepared parts for footwear, as under:
A B D E	612 301	Of leather.
A B D E	612 302	Of textile materials.
A B D E	612 303	Of wood.
A B D E	612 304	Rubber soles (outer, middle or inner), excluding complete soles.
A B D E	612 305	Rubber heels.
A B D E	612 309	Other.
A B D E	642 110	Boxes, bags and other packing containers of paper or paperboard.
A B D E	655 430	Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials.
A B D E	655 440	Textile fabrics coated or impregnated with oil or with preparations with a basis of drying oil.
A B D E	661 811	Tiles of asphalt or similar material.

Malaya . A Singapore . B Sabah . . C Labuan . D Penang . E Sarawak . F	Tariff Code No.	Description
A B D E	661 821	Roofing tiles made of vegetable fibre, of wood fibre, of straw, of wood shavings, or of wood paste, including sawdust, agglomerated with plaster or with other mineral binding substances.
A B D E	662 421	Roofing tiles of brick earth or clay, baked.
A B D E	662 441	Unglazed floor, hearth and wall tiles of ceramic materials.
A B D E	662 451	Glazed floor, hearth and wall tiles of ceramic materials.
		Articles of cement (including slag cement), of concrete or of artificial stone, including granulated stone agglomerated with cement (terrazo), reinforced or not, as under:
A B D E	663 621	Flooring or wall tiles.
A B D E	663 622	Roofing tiles.
A B D E	665 111	Containers of glass of a kind commonly used for the conveyance or packing of food, drink and medicine of a capacity not over 40 fluid ounces.
A B D E	665 119	Other containers of glass of a kind commonly used for the conveyance or packing of goods and glass stoppers imported separately including carboys, bottles, jars and pots of a kind commonly used for chemicals and toilet preparations.
A B D E	665 200	Glassware, of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration or for similar uses, excluding articles falling within item 665 820.
A B D E	665 890	Articles of glass not elsewhere specified or included.
A B D E	678 100	Tubes and pipes of cast iron.
A B D E		Tubes and pipes of iron, except cast iron, or steel seamless.
A B D E	678 300	Tubes and pipes of iron or steel, welded.
		Tube and pipe fittings (for example, joints, elbows, unions and flanges) as under:
A B D E	678 501	Of cast iron.
A B D E	678 502	Of iron, other than cast iron, or of steel.
A B D E	682 211	Copper wire, uninsulated, excluding brass wire.
B C D E F	684 221	Aluminium strips and sheets.
B C D E F	684 222	Wrought plates of aluminium.
B C D E F	684 223	Aluminium slugs, round.
A B D E	691 101	Prefabricated windows, door frames, and casements of iron or steel.
A B D E	691 109	Other parts of structures and complete structures, whether or not assembled, of iron or steel, including plates, strips, rods, angles, shapes, sections, tubes and the like prepared for use in structures.
A B D E	691 201	Prefabricated windows, door frames, and casements of aluminium.
A B D E	691 209	Other parts of structures and complete structures, whether or not assembled, of aluminium, including plates, strips, rods, angles, shapes, sections, tubes and the like, prepared for use in structures.
A B D E	691 300	Gutters, roof capping, skylight frames and other fabricated building components, of zinc.
A B D E	693 120	Stranded wire, cables, cordage, ropes, plaited bands, slings and the like of copper, but excluding insulated electric cables.
B	694 111	Wire nails.
A B D E	697 231	Articles of a kind commonly used for domestic purposes and parts of such articles of aluminium, not being tools.
A B D E	697 232	Builders' sanitary ware for indoor use and parts thereof of aluminium.
A B C D E F	698 870	Wires, rods, tubes, plates, electrodes and similar products of base metal or of metal carbides coated or cored with flux material of a kind used for soldering, brazing, welding or deposition of metal or metal carbides; wire and rods of agglomerated base metal powder used for metal spraying.
		Air-conditioning machines, self-contained, comprising a motor-driven fan and elements for changing the temperature and humidity of the air:
A B D E	719 121	Of ½ h.p. or less.
A B D E	719 122	Of ¾ h.p.
A B D E	719 123	Of 1 h.p.
A B D E	719 124	Over 1 h.p. but not over 2 h.p.
A B D E	719 125	Over 2 h.p. but not over 10 h.p.
A B D E	719 126	Over 10 h.p.
A B D E	719 151	Refrigerators and refrigerating equipment, non-domestic, whether or not driven by an electric motor.
A B D E	719 191	Evaporators and condensers for non-domestic refrigerating equipment.
A B D E	719 221	Gas compressors for refrigerating equipment.
A B D E	719 421	Domestic refrigerators, not electrically operated.
		Insulated (including enamelled or anodized) electric wire, cable, bars, strips and the like (including coaxial cable) whether or not fitted with connectors:
A B D E	723 101	Telephone or telegraph not submarine, plastic insulated.
A B D E	723 102	Telephone or telegraph not submarine, other.
A B D E	723 103	Submarine.
A B D E	723 104	Other, rubber insulated.
A B D E	723 105	Other, plastic insulated.
A B D E	723 109	Other.
B	724 990	Television aerials.
A B D E	725 011	Electric refrigerators not over 12 cu. ft. capacity, domestic type.
A B D E	725 012	Electric refrigerators over 12 cu. ft. capacity, domestic type.
A B D E	725 013	Water coolers, electric, domestic type.
A B D E	725 014	Bottle coolers, electric, domestic type.
A B D E	725 015	Ice-cream storage cabinets, electric, domestic type.
A B D E	725 016	Deep-freeze cabinets, electric, domestic type.
A B D E	725 052	Electric kettles other than radio-frequency types.
		Electric lamp bulbs, incandescent filament type:
D E	729 211	For use in motor vehicles.
D E	729 212	For use in flashlights, cycle lamps, radiop anels and the like where the voltage per bulb is not over 12 volts.
D E	729 213	For use in decorative illuminations, where the voltage per bulb is not over 12 volts.
D E	729 214	For use in decorative illuminations, of a capacity of not over 60 watts.
D E	729 215	For use in decorative illuminations, of a capacity of over 60 watts but not exceeding 200 watts.
D E	729 216	For use in decorative illuminations, of a capacity of over 200 watts.
B D E	729 217	For use in domestic lighting including candle bulbs, lustre bulbs and tubular bulbs of any shape, of a capacity of not over 60 watts.
B D E	729 218	For use in domestic lighting including candle bulbs, lustre bulbs and tubular bulbs of any shape, of a capacity of over 60 watts but not exceeding 200 watts.
D E	729 219	For use in domestic lighting, of a capacity of over 200 watts.

Malaya . A Singapore . B Sabah . . C Labuan . D Penang . E Sarawak . F	Tariff Code No.	Description
A C D E F	821 090	Office furniture, steel.
A B C D E F	841 421	Stockings or socks of pure natural silk not rubberized, knitted or crochetted.
A B C D E F	841 422	Stockings or socks, and the like not of pure natural silk, not elastic nor rubberized, knitted or crocheted.
A B D E	851 011	Footwear with outer soles and uppers of plastic.
A B D E	851 012	Footwear with outer soles of plastic and uppers of rubber.
A B D E	851 013	Footwear with outer soles of rubber and uppers of plastic.
A B D E	851 014	Footwear with outer soles and uppers of rubber.
A B D E	851 021	Footwear with outer soles of leather and uppers of any material except rubber.
A B D E	851 022	Footwear with outer soles of leather and uppers of rubber.
A B D E	851 023	Footwear with outer soles of rubber and uppers wholly of leather.
A B D E	851 024	Footwear with outer soles of rubber and uppers of textile materials.
A B D E	851 025	Footwear with outer soles of rubber and uppers of any material other than wholly of leather, plastic, textile or rubber.
A B D E	851 026	Footwear with outer soles of plastic and uppers of any material other than rubber or plastic.
A B D E	851 031	Footwear with outer soles of wood and uppers of rubber.
A B D E	851 032	Footwear with outer soles of wood and uppers of any material other than rubber.
A B D E	851 041	Footwear with outer soles of materials not elsewhere specified and uppers of rubber.
A B D E	851 042	Footwear with outer soles of materials not elsewhere specified and uppers of any material other than rubber.
A B C D E F	899 241	Tooth brushes.
A B C D E F	899 531	Slide fasteners (zip fasteners).
A B C D E F	899 532	Parts for slide fasteners (zip fasteners).
A B C D E F	899 971	Vacuum flasks and other vacuum vessels, complete with cases.

MALAYSIA (SINGAPORE)

Import quotas

THE BOARD OF TRADE has received a copy of Notice to Singapore Importers No. 235 which states that the quarterly import quotas for the 3-month period June 6, 1965, to September 5, 1965, for the undermentioned goods are as follows:

Tariff Code No.	Description	Quota
599 213	Naphthalene balls	5%
662 421	Roofing tiles of brick earth or clay, baked	110%
513 620	Cuastic soda (sodium hydroxide)	100%
514 402	Alum	10%
691 101	Prefabricated windows, door frames, and casements of iron or steel	25%
691 201	Prefabricated windows, door frames, and casements of aluminium	100%
899 321 899 322 899 323 899 324 899 325	Matches	80%

Import licences for *re-export* of roofing tiles of brick, earth or clay, baked, will not be issued during the aforesaid period .

Quarterly import quotas for cocoa powder, chocolates, etc., for the three-month period June 11, 1965, to September 9, 1965, are as follows:

Tariff Code No.	Description	Quota
072 200	Cocoa powder	25%
073 600	Chocolate and other food preparations containing cocoa	40%

Importers are reminded that Letters of Credit should not be established unless approprate import licences have been first obtained from the Export and Import Control Registration Department. Singapore, to authorize the import of the above mentioned commodities. Furthermore, import licences must be obtained *before* orders are placed with the suppliers of the said goods.

VENEZUELA

Import licensing restrictions

BY RESOLUTION No. 1938 issued by the Venezuelan Ministries of Finance and Development on May 21, 1965, and effective from the same date, import licensing restrictions are imposed on radio and television receivers, record players and tape recorders and furniture made especially for this equipment. The Customs Tariff has been amended as follows, and items marked with the number four (4) have been made subject to licence.

Tariff No.	Description	Duty in K.g weight
721-04-01-3	Radio receivers – weighing up to 3 kilogrammes each	2·00
721-04-01-4	Radio receivers – weighing up to 10 kilogrammes each (4)	2·00
721-04-01-5	Radio receivers – weighing up to 25 kilogrammes each (4)	3·00
721-04-01-6	Radio receivers – weighing up to 50 kilogrammes each (4)	4·00
721-04-01-7	Radio receivers – weighing more than 50 kilogrammes each (4)	5·00
721-04-01-8	Television receivers – weighing up to 10 kilogrammes each	2·00
721-04-01-9	Television receivers – weighing up to 50 kilogrammes each (4)	2·00
721-04-01-10	Television receivers – weighing up to 75 kilogrammes each (4)	3·00
721-04-01-11	Television receivers – weighing up to 100 kilogrammes each (4)	4·00
721-04-01-19	Television receivers – weighing more than 100 kilogrammes each (4)	5·00
821-09-03-7	Cabinets of any material made especially for radio and television receivers and record players (4)	20·00
891-01-01-2	Weighing up to 25 kilogrammes each (4)	3·00
891-01-01-3	Weighing up to 50 kilogrammes each (4)	4·00
891-01-01-4	Weighing more than 50 kilogrammes each (4)	5·00

The import licence requirements referred to in this Resolution will not be applicable to imports protected by consular invoice whose date of certification was either on or before the date of publication of this Resolution.

ARGENTINA

Prior deposits for imports

ARGENTINE CENTRAL BANK Circular No. 230 of May 31 exempts from the payment of prior import deposits drugs, raw materials and medicines used directly in the treatment of animals or for the preparation of veterinary products. In each case a certificate from the Secretariat of Agriculture and Livestock must be produced. The exemption does not apply to advance payments and forward exchange purchases.

Certificates will be granted by the Secretariat of Agriculture and Livestock on the following conditions:

(i) that the imports are in accordance with importers requirements and not for the formation of stocks.

(ii) that the payments abroad are made not less than 180 days from the date of shipment.

(iii) imports worth less than 1,000 dollars may be authorized irrespective of the form of payment.

(iv) imports worth over 1,000 dollars and less than 5,000 dollars may be authorized provided payment is authorized not less than 90 days from the date of embarkation.

BAHAMAS

Shipping services

IT IS BROUGHT to the notice of exporters to the Bahamas that, for consignments to Freeport, Grand Bahama, there is a direct shipping service from the United Kingdom. Consignments via Nassau, New Providence, may sometimes lead to delay through trans-shipment.

SHEET METAL MACHINERY, MACHINE TOOLS, PRESSES, PLASTICS & WOODWORKING MACHINES

New and used — many of each EX STOCK — for cash or monthly account, hire purchase or by the F J E Machine Hire Plan.
May we tell you more ?

F.J.Edwards Ltd

EDWARDS HOUSE
Grams: Bescotools London NW1
359-361 EUSTON RD., LONDON, N.W.1
Phone: EUSton 5000 Telex 24264

and Lansdowne House
41 Water St., Birmingham 3
CENtral 7606-8
Grams; Bescotools Birmingham 3

URUGUAY

Modifications to the code of merchandise

HM EMBASSY at Montevideo report the following modifications to the Uruguayan Code of Merchandise:

Tariff Number	Commodity	Surcharge Per cent
49006	Aircraft	30
49075	Aeronautical material	30
	Should now read:	
49006	Aircraft	—
49075	Aeronautical material	—

CHILE

Import regulations

IT HAS BEEN REPORTED by HM Embassy at Santiago that, at its Session No. 332 which took place on May 31, the Executive Committee of the Central Bank adopted the following resolutions:

(i) *Letters of Credit:* Banks, on opening letters of credit, must insert a clause stipulating that the amount to be paid represents the net cost of the goods, and that any agent's or other commissions involved will be paid in Escudos in Chile.

(ii) *Collections:* Banks must inform their correspondents and customers abroad that when documents are sent in collection the amount of any agent's commission which may figure on the supplier's certificate will be deducted on making remittance.

(iii) *Deferred payment operations:* The proportion of the agent's commission in each case will be deducted from each instalment as remittance is made.

(iv) *Agents:* Banks must give the name of the supplier's agent in Chile when applying for registration of an import.

(v) *Forward exchange contracts:* Forward exchange contracts can be made in respect of imports *into the Arica Zone only* of wheat flour and yeast. These commodities are on the Prohibited List for the Central Zone.

JAMAICA

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) has been further amended by:

1. the *deletion* of paragraph (e) from item 42 (manufactures of metal) and the *substituton* therefor of:
   (e) For use in making furniture, as follows: formed or stamped chair seats and backs, semi- or pre-formed tubing, castings, roll-formed sections, wire mesh and helicals for bed-springs.
2. the *deletion* of sub-item (vi) from item 37 and the *substituton* therefor of:
   (vi) Machinery (including injection moulds) capable of being used for the manufacture of footwear of all types of rubber or synthetic materials.
3. the *deletion* of item 58 and the *substituton* therefor of:
   58. Cotton and Sisal Pads or Padding or Wadding.
4. the *addition* of the following new paragraph to item 39:
   (iv) Beef Sausages.
5. the *addition* of the following new item:
   112. Kitchen and Table Cutlery of all kinds: knives, forks and spoons of base metals including plated.

Inquiries about the above Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

UNITED STATES

Investigation of imports of lead and zinc

THE UNITED STATES Tariff Commission have concluded an investigation under Section 351(d)(2) of the Trade Expansion Act to determine the probable economic effect on the domestic industry of restoring the trade agreement concessions on unmanufactured lead and zinc. Under the Trade Expansion Act of 1962 the Commission's advice is to be taken into account by the President before he decides whether or not to reduce or terminate quota restrictions imposed in 1958 under the 'escape-clause' procedure.

Copies of the public report are available upon request as long as the limited supply lasts. Requests should be addressed to the Secretary, United States Tariff Commission, 8th and E Streets, NW, Washington, DC 20436.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

Investigation of imports of sheet glass

THE UNITED STATES Tariff Commission have concluded an investigation under Section 351(d)(2) of the Trade Expansion Act to determine the probable economic effect on the domestic sheet glass industry of restoring the trade agreement rates of duty on drawn or blown flat glass (sheet glass). Under the Trade Expansion Act of 1962 the Commission's advice is to be taken into account by the President before he decides whether or not to reduce or terminate increases in import restrictions imposed in 1962 under the 'escape-clause' procedure.

Copies of the public report are available upon request as long as the limited supply lasts. Requests should be addressed to The Secretary, United States Tariff Commission, 8th and E Streets, NW, Washington, DC 20436. Any inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of H.M. Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.

THE BRITISH EXPORT JOURNAL SERVING BRITISH INTERESTS IN THE RUSSIAN MARKET

THIS JOURNAL CAN HELP YOU TO SELL TO RUSSIA

Established in 1926 it has an authentic and valuable circulation in the U.S.S.R. where it is widely read in the principal factories, technical organisations and buying departments. Publicity through this journal has brought enquiries and new business to advertisers.

Send for a specimen copy and full details to the Publishers:

BRITISH INDUSTRIAL PUBLICITY OVERSEAS LIMITED,
Walter House, Bedford Street,
London, W.C.2
TEMple Bar 9058/9/0: 3685

A BARGAIN—new company registrations £25 complete—all trades, also rapid company formation service. Get "Advantages of Trading as a Limited Company", 3s. post free. Also City of London Trade Exhibition and showcase space available (3,000 sq. ft. plus storage).

BUSINESS ECONOMY LTD.,
(Dept. A/92), 156 Strand, London, W.C.2.
(TEM 8377/2294)
19 Walker Street, Edinburgh, 3. (CAL 1167/8/9)

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

Mark M. Cansick, M.S.M.A.

EXPORT?

My organization, if appointed your export managers will do all the work, suffer all the headaches and carry the financial responsibility. If you are interested let us have a talk together. We offer a COMPLETE EXPORT SERVICE to manufacturers without their own Export Department.

Export Managers for: "BURGESS" Silencers; "HERMETITE" Joining Compounds; "COPYDEX" Textile Adhesive; "STEDIWELD" Arc Welders; "WINGARD" Auto Accessories.

Mark Cansick & Co. Ltd.

EXPORT MERCHANTS & SPECIALIST EXPORT MANAGERS

44 HIGHGATE HIGH STREET, LONDON, N.6

Telephone: Mountview 0094/5 Cables: Cansico, London

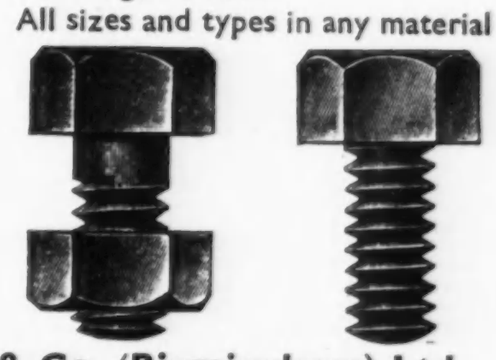
Use plastics and economise!

PVC COVERS, tough, fire-resistant with 1000 industrial uses.
POLYTHENE, the most attractive and practical method of packaging.
We design and print any shape or quantity. Price right, delivery right.

HJB Plastics Ltd

Packaging House, Norton Street, Leicester
Telephone: 26031-2-3 Telex: 34560

Bolts and nuts, screws, rivets, burrs, studding, washers
All sizes and types in any material



Abis & Co. (Birmingham) Ltd

Dennis Road, Sparkbrook, Birmingham, 12
Telephone: South 3781 (6 lines)

THE LET

Manufacturers of
Brass Spur Teeth Grommets
Brass Eyelets and Rings
Ventilator Eyelets
We hold stocks of all sizes

Bodill, Parker (1922) Ltd

Lower Tower Street, Birmingham 19
Telephone: ASTon Cross 1711-2

Spring Centre Bolt SPECIALISTS

U BOLTS AND THROUGH BOLTS MANUFACTURERS. SPECIALISTS IN MACHINING LONG COMPONENTS AND REPETITION WORK.

The Cossentine Bolt & Engineering Co. Ltd.
The Platt, Putney, S.W.15.
Phone: PUTney 7121

Circular saw blades

Circular saw blades for wood cutting and plastics.

E. W. Kendall & Co. Ltd

10 Sewardstone Road, London E2
Telephone: ADVance 4276

PVC Wallets and Containers

Salesmen's albums, document cases, cheque book and travel cheque holders, note cases, loose leaf binders, pocket wallets, conference wallets, swatch covers, advertising gifts, etc.

Academy Plastics Ltd

25-29 Roundwood Rd., London, NW10
Telephone: Willesden 5277

DUBILIER

Makers of the World's finest capacitors and resistors.

Dubilier Condenser Co (1925) Ltd

Victoria Road, North Acton, London W.3 Tel. Acorn 8671

Jacksons OF BOURNE END

Speciality millboards and fibreboards for Industrial uses:

BOOK BINDINGS RADIO BACKS PIPE JOINTING
INDUSTRIAL BOXES PRESS BOARDS CAR PANELS
PALLETIZATION SHOE COMPONENTS
TRAVEL GOODS SPECIALITY PACKAGING
AND MANY OTHER USES.

JACKSONS' MILLBOARD & FIBRE CO. LTD.

Bourne End, Bucks.

CANADA

'Made in Canada' ruling

THE FOLLOWING RULING has been made for Canadian Customs purposes:

Of a class or kind 'made in Canada':

Dispersers also known as Dissolvers, up to and including 40 h.p., as used for dissolving, emulsifying, deagglomerating and ultimate dispersing of solids and liquids.

(Ruling effective July 26, 1965)

Note: The customary 30 days' notice will not apply to dispersers in the classes up to and including 2 h.p.; nor to those of 20 h.p. to 40 h.p. both inclusive, which have been ruled previously to be of a class or kind made in Canada.

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-8-1 dated June 24, 1965.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 17 of this issue.

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance

Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

NISSEN AND ROMNEY TYPE BUILDINGS. Large stocks of new and reconditioned buildings, packed for Export. Inquiries to: Naylors (Bilston) Ltd., Wolverhampton Street, Bilston, Staffs. Tel.: Bilston 41689-42448.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road, (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

SECOND-HAND PLANT AND MACHINERY EXPORTERS, Excavators, Tractors, Cranes, Compressors, Quarry Plant, Electric Motors, Contractors and Engineers' plant of all descriptions. Walker & Partners Ltd., 23 Claremont Crescent, Sheffield 10. Phone 62428-9.

QUOTATION INVITED for 225,000 steel rolled rings for India. Drawings supplied on application. Reply Box M10498, *Board of Trade Journal*, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

STORAGE FOR EXPORTERS to the Continent may be offered in South Kent prior to air or sea delivery. Write with requirements to Box M10489, *Board of Trade Journal*, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

THE HARTLEPOOLS REQUEST the pleasure of your company at the HARTLEPOOLS INDUSTRIAL EXHIBITION (July 13-17) a great occasion demonstrating the opportunities and the spirit of the New North East.

THE TEES-SIDE STORY will interest you. Send immediately for a copy to the Tees-Side Industrial Development Board, 1a Darlington Street, Thornaby-on-Tees.

STUDIO EXPORT designs catalogues and leaflets in all languages. Services include editorial, translations, photography, design, printing and mailing. Telephone HYDe Park 1911 or write Studio Manager, Studio Export, 70/1 New Bond Street, London, W.1.

LECTURING? SLIDES MADE from photographs, drawings or small objects. First order half-price for introductory period. Duplicate transparencies 3s. each post free. Details from Visual Communications, 8 Hellewell Lane, Deepcar, Sheffield.

BRITISH FIRM has a new process available for licensing in Commonwealth Countries. The process provides for the complete cleaning and protection of fireside surfaces of the larger Water Tube Boilers, oil, gas or coal-fired. Many internationally known Companies regularly using process in Europe. Box M10496, *Board of Trade Journal*, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

ATLAS TRANSLATIONS LTD., specialize in technical translations in all Languages, Tenders, Contracts, Specifications, Advertising Material, Catalogues, etc. Same Day Service for Commercial Correspondence, 4, Norland Square, London, W.11. Tel.: PARk 0562.

REDUNDANT PLANT PURCHASED, machine tools, sheet metal machinery, steelworks and foundry plant, O.E.T. cranes electric motors, transformers and switchgear. Specialists in difficult dismantling operations. Prompt inspection and settlement. C. M. Hartshorne & Co. Ltd., Meltham, Huddersfield. Phone Meltham 537.

FOR EXPORT ONLY. London's used tyre centre. Tyres with deep treads and sound in all ways can be supplied at following f.o.b. prices: 650 x 20 £3, 700 x 20 £4, 750 x 20 £4, 825 x 20 £5, 900 x 20 £5, 1000 x 20 £5, 1100 x 20 £6, 1200 x 20 £7, 650/750 x 16 £2. All car sizes £1. Other sizes available. Also casings, etc. Junction Road Motors, 104 Junction Road, Islington, London, N.19. ARC 0391.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel.: Hayle 3213. Telex 45286.

'HOW TO FIND US' (Approach Road) **Maps prepared to order; maps to show the way to houses, factories, offices, etc. Anthony Fyffe, Map Compilers, Bourne Chambers, St. Peter's Road, Bournemouth. Tel.: 25226.**

Government Publications

required by customers in the North of England may be obtained quickly from

Her Majesty's Stationery Office, 39 King Street, Manchester 2

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	This week
Business names registered (A)	12 Feb. 1965
Capital expenditure:	
By industry – provisional (Q)	11 June 1965
– final (Q)	9 April 1965
Distributive and service trades (A)	1 Jan. 1965
Expected capital expenditure (6-M)	22 Jan. 1965
Cars and commercial vehicles (M)	25 June 1965
Catering trades turnover (M)	18 June 1965
Chemical industries production (6-M)	21 May 1965
Companies:	
Income and finance (Q)	14 May 1965
New companies registered (M)	25 June 1965
Property companies (A)	6 Nov. 1964
Credit:	
International trade credit (A)	7 May 1965
Engineering and electrical goods:	
Deliveries of certain products (Q)	25 June 1965
Production, exports and orders (M)	25 June 1965
Film industry:	
British film fund agency returns (M)	This week
Cinema admissions and takings (M)	25 June 1965
Overseas payments and earnings (A)	25 Sept. 1964
Registrations of films (A)	29 Jan. 1965
Trends in film-going (A)	25 Sept. 1964
Food consumption levels (A)	2 Oct. 1964
Foreign trade:	
Commonwealth trade (A)	25 June 1965
Sterling area trade summary (Q)	21 May 1965
Trends in exports of manufactures (A)	27 Nov. 1964
World trade and production (Q)	4 June 1965
Foreign trade of the UK:	
Trade by air (6-M)	30 April 1965
Unit value and volume index nos. (M)	11 June 1965
Value of overseas trade (M)	25 June 1965
Gold and dollar reserves (M)	11 June 1965
Hire purchase:	
Assets and liabilities of HP companies (Q)	28 May 1965
Business (M)	11 June 1965
Industrial building:	
Provisional figures (Q)	28 May 1965
Industrial production:	
Index nos. (M)	25 June 1965
N. Ireland index (M)	25 June 1965
Insurance companies:	
Assets (A)	26 June 1964
Transactions (Q)	This week
Investments and earnings overseas (6-M)	2 April 1965
Machine tools deliveries and orders (M)	18 June 1965
Pension funds:	
Assets (A)	10 July 1964
Transactions (Q)	5 Mar. 1965
Retail prices index (M)	25 June 1965
Retail trade:	
Index nos. (M)	11 June 1965
N. Ireland index (M)	25 June 1965
Shipping movement at UK ports (Q)	This week
Stocks:	
Manufacturers and distributors (Q)	11 June 1965
Retail (M)	28 May 1965
Textiles:	
Clothing and textile orders and deliveries (M)	25 June 1965
Man-made fibres production (M)	4 June 1965
Wholesale houses sales (M)	18 June 1965
Wool and cotton output (M)	25 June 1965
Tourism:	
International tourism (A)	28 Aug. 1964
UK tourist traffic (M)	25 June 1965
Wholesale prices:	
Average prices of selected commodities (A)	19 Feb. 1965
Index nos. (M)	18 June 1965

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	26 Mar. 1965
Board of Trade Regional Organization	11 June 1965
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	30 April 1965
British Commercial Representatives Overseas	21 May 1965
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	14 May 1965
Official Receivers' Offices	29 Jan. 1965
United States Consular Offices in the UK	14 Aug. 1964

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London (K98) S.O. Code No. 72-3563.

cialize in
Tender,
Material,
Comma-
Square,

HASED,
y, stud-
nes elec-
itchgear;
eration;
C. M.
Hudders-

ed tyre
l sound
ng f.o.b.
x 20 £4,
£5, 110
All car
casings,
n Road,

& F.
es from
ornwall.

Road)
ow the
Anthony
ers, S.
26.

ne 1965
ne 1965
week

ne 1965
ay 1965

ne 1965
ne 1965
ne 1965
e 1965

g. 1964
e 1965

. 1965
e 1965

blished
r. 1965
e 1965

il 1965
y 1965

r. 1964
y 1965
1965
r. 1964

1.
3.